TRADE AND INDUSTRY

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UNITED STATES REGIONAL MARKETS: 1—THE NORTH-EAST

The greatest concentration of wealth, industry and power

by P. M. Piddington, Consul (Commercial), British Trade Development Office, New York

On a map of the United States this region looks small by comparison with the huge areas of the South and West. As Texans would be happy to point out, you could drop it into their giant state with room to spare. But it is still an area more than twice the size of Britain and it represents perhaps the greatest concentration of wealth, industry and power in the world. It has a population of more than 50 million and well over a quarter of the total population of the United States; 28 per cent of the nation's manufacturing population and 30 per cent of its buying power; and it is the main distributive centre for the United States.

Above all, this is where the decisions are made. Apart from the importance of Washington as the seat of Government, 420 of the top 1,000 American manufacturing companies have their headquarters in this area (196 in New York alone) and the universities of Columbia, Harvard, Princeton and Yale, with MIT, are important centres of scientific research and business studies.

The Eastern seaboard has always absorbed the first impact of the successive waves of immigration from Europe and it was here that manufacturing industries were first established. So it is not surprising that (with the exception of the Washington area), it is not now expanding at the same rate of some other fast-growing areas of the United States. Even so, a very healthy rate of expansion is forecast and by 1980 population is expected to grow by 18 per cent to 60 million and personal income by 64 per cent to $337 billion. (In this article, billion is used in the American meaning of 1,000 million.) This will still represent the largest *absolute* growth of any of the major regions and the North-East will still be the biggest market in the United States.

Trade in the North-East is dominated by the ports. The Port of New York and New Jersey, which includes the Ports of Elizabeth and Newark with their important container facilities, is the nation's largest. In common with all sea ports, it has suffered a decline in passenger traffic which is reflected in the desolation of many of the once busy piers on Manhattan. But freight continues to flow briskly through the port which in 1971 handled 48 million long tons of imports valued at $10.6 billion.

New York and Philadelphia alone account for almost one-third of the total tonnage of United States imports. And with the other major ports of Baltimore, Norfolk, Portland (Maine) and Boston, they account for very nearly half. These six ports are all among the 10 top importers.

From these ports have developed wide hinterlands supporting rich and varied industrial complexes and there are few industries which are not represented in the region. In Northern New York State, away from the Eastern seaboard, Buffalo ranks seventh amongst the Great Lake Ports in tonnage shipped and, with Rochester, has built up its own hinterland, with steel and heavy industry predominating in Buffalo and lighter industries, particularly instrument-making and photographic equipment, in Rochester.

The older established industries still play a large part in the area's economy. Steel, ship-building, garment manufacture, printing and publishing, heavy electrical equipment, pharmaceuticals and chemicals are among the most important. Alongside these have sprung up a wide range of newer industries based on modern technology such as electronics, computer

This article deals with the areas served by the following four British Government Trade Offices:

British Trade Development Office, New York: New York State, Connecticut, Northern New Jersey

British Embassy, Washington, Commercial Dept. Maryland, District of Columbia, Virginia

British Consulate-General, Philadelphia: Delaware, Southern New Jersey, Eastern Pennsylvania

British Consulate-General, Boston: Maine, Massachusetts, Rhode Island, Vermont

An aerial view of Manhattan, with the East River on the right and the Hudson to the left. In the foreground cluster of skyscrapers may be distinguished the twin 110-storey towers of the new World Trade Center, designed to house a unified community for the international import/export business. Photograph courtesy of The Port of New York Authority.

manufacture, instrumentation, photographic and reproduction equipment, aerospace and medical equipment.

The North-East is the leader in many of these fields: major United States corporations are too numerous to list but some of the most important are AT & T, Western Electric, IBM, Univac, Eastman Kodak, Xerox, Polaroid, Grumman, Republic, United Aircraft, Bethlehem Steel, General Electric. Research and development is closely allied with these industries. Important research centres, apart from universities, are the New York hospitals and Veteran's Administration, the Bell laboratories at Princeton, the Route 128 electronic complex at Boston and the government-oriented R & D establishments in the Washington area.

With personal income for this area alone ($230 billion) running at twice the total figure for Britain, the North-East is an important consumer market by any standards. A steady increase in disposable incomes and increasingly cosmopolitan tastes, resulting from improving standards of education and more foreign travel, create a favourable climate for the quality consumer goods in which Britain is strong. The North-East is the trend-setter for much of the United States and a highly sophisticated retail centre. Most of the better department stores and speciality stores are represented in the area and many have their headquarters here. Of the top 50 retailing companies in the United States, 23 are based in the North-East and 14 of these are in New York.

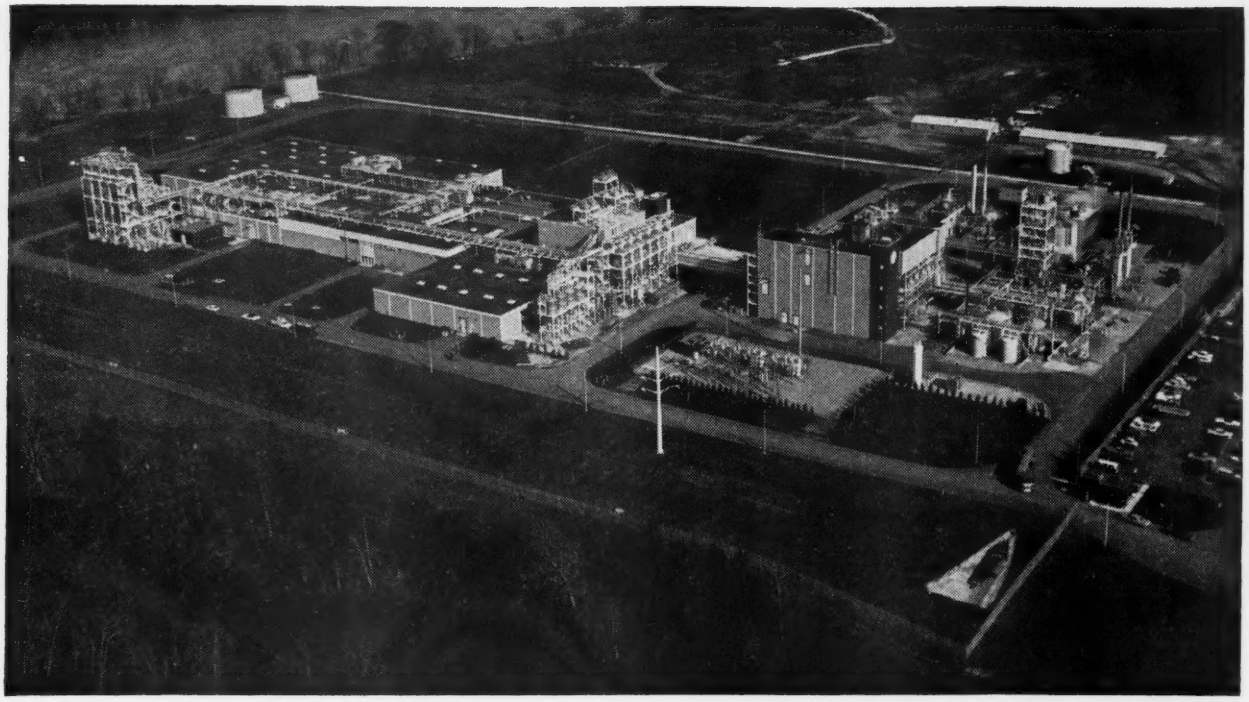
New York: the business centre

Apart from its importance as a market in its own right, the North-East is a distribution centre with New York predominant. There are other major centres of distribution in the United States and a British manufacturer seeking thorough coverage of the whole country may need supplementary representation, particularly on the West Coast and in the South. But about 20 per cent of the nation's wholesale and service business is done by firms in New York and 70 per cent of buying for the major stores is done here: Seventh Avenue is the centre of the rag trade; many of the major food importers are based around New York; and it is the main centre for giftware and the interior design oriented industries such as fabrics, floor and wall coverings.

A number of buildings are devoted to these trades and some maintain semi-permanent exhibitions: examples are 205/215 Lexington Avenue (National Furniture Mart), 225 Fifth Avenue (Giftware) and 11 East 26th Street (Glassware). The New York Merchandise Mart at 1 Madison Square Plaza (141 Madison Avenue at 28th Street) is a fine new building housing representatives of the toy, giftware and infants' accessories trades. Space is available in this building and the management are happy to co-operate with tenants who want to use their premises for exhibition purposes. The World Trade Centre, whose twin towers overtop the Empire State Building, is still being occupied and is an attractive site for shipping firms, customs brokers, clearing agents.

The area is alive with construction activity. There is an ambitious project for a new convention centre on Manhattan's West Side which, with 750,000 sq. ft. of floor space, will be easily the biggest in the United States. Another dramatic project is the Manhattan Landing which will cover 113 acres on platforms over the river: 10,000 units of housing will be included and the cost will be the enormous sum of $1.2 billion.

Services are an important feature of the New York economy.



ICI America's $50 million Hopewell manufacturing complex is located by the James River on a 150-acre site about 20 miles south of Richmond, Virginia. It comprises two main manufacturing plants: a polymer plant (right) that supplies the basic ingredient for Melinex polyester films and the films plant (left) which includes manufacturing, packaging, warehousing and shipping facilities.

THE NORTH-EAST UNITED STATES

continued

Entertainment is big business and British plays, many featuring famous British actors and actresses, are prominent on Broadway and contribute substantially to Britain's invisible exports. Wall Street and Madison Avenue need no introduction. British banks are strongly represented in the city. Most of the major clearing banks and merchant banks have offices and a number of them have built up a strong position offering services to American companies trading with the United Kingdom and the rapidly increasing number of companies which are setting up subsidiaries and manufacturing plants in Britain.

As an industrial centre, New York houses the headquarters of 196 of the top 1,000 American companies. Around New York City, New York State, Connecticut and Northern New Jersey have a total of something like 56,000 manufacturing establishments. They cover almost the entire range of industry but particularly important are chemicals, textile manufacture and farm produce in New Jersey; clothing, printing, photographic equipment, scientific instruments and electrical machinery in New York State, and aero engines, machine tools, electrical equipment and fabricated metals in Connecticut. New York State is the leading manufacturing State in the United States and accounts for nearly 70 per cent of total United States production in the photographic industry, 29 per cent of clothing and 23 per cent of printing and publishing.

Many of the major national and international trade shows are held in New York and attract buyers from all over the United States and abroad. The Coliseum is the main venue but important shows are held at some of the big New York hotels and the completion of the new exhibition centre is likely to boost even further the importance of New York as a centre for trade shows.

Exhibiting at the right shows under the auspices of the Department of Trade and Industry is one of the most cost-effective ways for a British firm to break into the American market. This year the Department expects to co-operate with industry in mounting about 30 joint ventures with British Trade Associations and Chambers of Commerce to exhibit at these shows in New York alone. The emphasis, reflecting New York's importance in these trades, tends to be towards consumer goods such as clothing, jewellery, giftware, leather goods and the premium trade but there are some important industrial shows—for instance, in electronics. Full details of all shows in New York and elsewhere are available from Fairs and Promotions Branch of the Department of Trade and Industry.

Washington: government, research and tourism

The other area worthy of special mention is Washington. The business of government overshadows all else and is by far its biggest industry. The Commercial Department of the Embassy thus has a dual function: as well as trade promotion (which includes sales through United States government procurement), it deals with the United States Government on matters of general concern to British exporters—tariffs, licensing, anti-dumping proceedings. The Embassy also has a number of specialist attachés. Commercial Officers throughout the United States can draw on the knowledge of these experts in helping British firms.

Washington's other main activities are science, technology, tourism. All these employ a high proportion of managers, scientists, engineers and consultants and Washington has the highest per capita income in the United States. It is also the fastest growing metropolitan area. This growth stems from the expansion of government activities, the steep rise in tourism (which can be expected to continue with growing affluence) and the growth of research—the number of R & D firms has quadrupled since 1956. With these industries Washington offers a strong market for high quality consumer goods, tourist giftware, hotel equipment, educational and medical equipment, contract research, electronic equipment and components, computer software expertise.

The Commercial Department of the Embassy is fortunate in having the use of the Embassy Rotunda, a first-class site for receptions and displays which provide exporters with a convenient venue for promotions. Although it is particularly appropriate for the introduction of new equipment or technology to influential Federal government offiicals, other potential users and the trade press, it is equally effective for displays of consumer goods.

200 years of independence

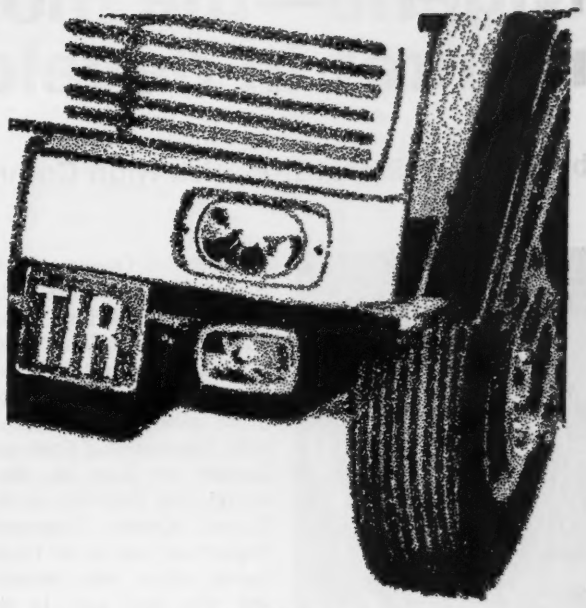
An event of special significance to the North-East will be the Bicentenary of American independence in 1976. Because of their historical associations, the Eastern States will be deeply involved in the celebrations to mark this occasion. A new American Revolution Bicentenary organisation is being set up in Washington to co-ordinate arrangements and each State has its own Committee to work out detailed plans. This will be primarily a cultural occasion and a patriotic manifestation but there will inevitably be great commercial spin-off of which the alert British manufacturer can take advantage. There will be great demand for commemorative merchandise in all fields: china, glassware, clothing, silver, giftware, souvenirs of all kinds.

Competition will be tough and there will be few easy pickings. But the opportunities will be there for those who act in good time. This subject was discussed in more detail in the articles in *Trade and Industry* of November 23 and March 15, which offered suggestions to the manufacturer interested in this market. Allied to the Bicentenary celebrations are two major tourist projects which are expected to be opened by 1976. There are plans for a $60 million 'Disney World' type amusement park on the outskirts of Washington. And at Toano Park near Williamsburg, Virginia, there is a proposal to build a British-oriented tourist attraction featuring eighteenth century London scenes. This would include shopping centres such as Burlington Arcade and would provide retail outlets for British products. It is expected that the project will draw on the already heavy tourist traffic in the area and will play its part in increasing that traffic.

A prime target

The North-East is not an easy market but because of its size, sophistication, wide range of industries and importance as a distribution centre, this area must be a prime target for British manufacturers entering the United States market. One sign of the importance of the North-East to British companies is that 75 per cent of the 400 British subsidiaries in the United States are in this area. Some of the major ones are: GEC, Cadbury, Schweppes, BSA, British Leyland, Courtaulds, Decca, GKN, Plessey.

This area, like all others of the United States, requires above all a serious professional approach; but as a market in its own right and as a foothold in the wider United States market it offers opportunities in practically every field. The DTI and the British Commercial Offices in the United States stand ready to help. The first essential is to do one's homework in the United Kingdom—and the DTI can provide a lot of information and assistance. When you are planning visits to the United States, the DTI will advise the Posts concerned and pass on your particular requirements so that these can be met when you arrive. In New York alone last year we saw over 650 British businessmen in addition to the large number who came here to participate in trade shows or missions. This year we look forward to meeting even more.



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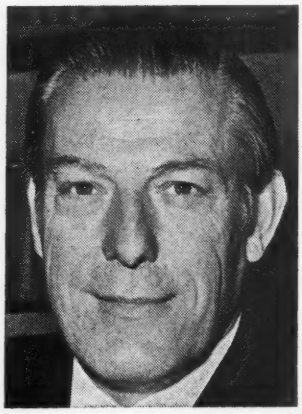
Nigeria—the most promising market in developing Africa

by Sir Cyril Pickard, British High Commissioner in Nigeria



The British Overseas Trade Board invited exhibitors at the very successful British Industrial Exhibition held in Lagos last February to a talk by Sir Cyril Pickard, British High Commissioner in Nigeria, given at the Department of Trade and Industry on June 20. Mr. Robert Fell, Secretary of the Export Credits Guarantee Department, was in the Chair. Among others who attended and who took part in the discussions which followed the High Commissioner's talk were Mr. E. C. Judd, the Chairman of the BOTB Advisory Group on Tropical Africa and other members of the Group.

Sir Cyril Pickard's subject was the follow-up to the Exhibition. He said:

My theme is that, Nigeria in the 1970s is by far the most promising market in developing Africa; and one of the most promising anywhere,

Let us look first at the Nigerian payment record: and what is the use of exporting if you don't get your money?

Thanks to oil and good husbandry, the Nigerians fought their civil war on a cash-on-the-barrel basis. But the war ended in January 1970 with a massive, pent-up demand for goods of all kinds so that imports flooded in for the rest of that year and for much of 1971. This pent-up demand for imports, once released, delayed remittances across the exchange control so that by March 31, 1971, payments took six months or longer. The Nigerians decided to consolidate this backlog and introduce a new system of subjecting current imports to a transfer payment moratorium of normally 180 days after arrival. Finally, with great courage and vision, they announced that they would clear the whole lot over the 12 months to March 31, 1972.

To the astonishment of some of us familiar with the Nigerian market, they largely succeeded. Since then, the Federal Military Government have further liberalised payment arrangements so that the moratorium is now 90 days, with certain exceptions for large orders of more expensive machinery. Meanwhile, a substantial volume of claims which had been met by ECGD for non-payment has since been recovered by that Department and the market now stands high in their esteem.

Hopeful of success

I know that some of you, particularly the representatives of confirming houses, are still worried about the Federal Government's refusal to allow interest payments for the first 30 days after delivery, and by the requirement on the exchange control to satisfy itself that interest charges authorised above 30 days are 'reasonable'. The Lagos Chamber are in active negotiation on this last obstacle and are, I believe, hopeful of success.

So we have a good and credit-worthy market in the richest, most populous and most powerful country in Black Africa, with a good record of payment; and they greatly value their payments record. The Nigerian capacity to pay is based on an oil-boosted growth rate of over 10 per cent per annum. The annual per capita income is low—only $US100—but this could be doubled over the next 12 to 15 years, given sensible policies. Oil reserves are not huge by Middle East standards; but Nigeria is now the world's eighth largest producer and is second only to Libya in Africa. The present rate of production is 1.9 million barrels per day, contributing something approaching N1,000 million to the balance of payments in the financial year 1972/73.

Oil now contributes 55 per cent of all Federal Government revenue and 82 per cent of external income. The Federal Government does not lack money to spend. But the administrative and technical capacity to process the many ambitious schemes outlined in the Second 4-Year Development Plan is under strain. The Plan period has been extended and now ends in 1975. But there will be a substantial short-fall in the rate of expenditure and therefore of achievement, particularly in the public sector.

With your enthusiastic support and with all this in mind, we directed our British Industrial Exhibition first and last at the growth areas in the Nigerian economy. These include metal-working and woodworking machinery; mechanical handling equipment; building and road constructional plant; generators; food and drink processing plant; communications equipment; and vehicles. You and we set out to interest not only Federal and State Government buying agencies but also the small, but growing band of Nigerian entrepreneurs, manufacturers, public works contractors and importers.

Excellent business

Those of you who were at the Exhibition will know that we did manage to pull in the right people and that, as a result, you did excellent business. It is particularly difficult to identify the additional exports generated by the Exhibition because the float of sterling; better deliveries; and greater competitiveness by British industry have also been factors. But I can say with confidence that the Exhibition produced £3-4 million in exports over and above the business we would normally have done. Our exports to Nigeria in the first four months of this year are running at an annual rate well in excess of £165 million, and this is a time of the year generally considered poor for imports. If we can keep this up in the second half of the year when revenues from traditional crops come in, and trade builds up to the Christmas season, we could reach £175 million —compared with £114 million in 1970!

Will you forgive me though for reminding you that exports to a market such as Nigeria are bound to turn in the long run to your disadvantage if they are not supported by acceptable deliveries and adequate backup? Machinery and equipment in Nigeria have a rough time and the climate and conditions are murderous. It is therefore vital that your spares and technical services should match these conditions to keep your customers happy and to ensure repeat orders. The Nigerians feel comfortable with their traditional British suppliers. and are slow to change. But competition is hotting up and if the Germans or

the Japanese gain an edge over delivery and service we should certainly lose out.

There is also the important aspect of your agency arrangements. I wonder how often you go out to see your agents? Those of you who went to Lagos for the Exhibition for the first time may have been surprised at what they were doing (or perhaps what they were failing to do) for you. There is only one way to be sure and that is to visit the market regularly, either individually or—if you care to take advantage of the generous terms offered by the Department of Trade and Industry—as a member of a Trade Mission,

You may now like a word or two from me on the political scene in Nigeria. General Gowon, whom we were so glad to welcome here last week, committed himself in his Independence Day speech in 1970 to working towards the setting up of a civilian government by 1976. That still remains the objective and public debate about it has been encouraged. No doubt there are many problems to be resolved before a stable civilian government is achieved; but I see no signs of abrupt internal changes before that date. Yet fundamental changes are affecting the whole structure of Nigeria. We celebrated last month the 6th anniversary of the setting up of the 12 States in Nigeria. General Gowon referred in his 1970 speech to possible modifications of the States' structure but, by and large, I think the present States' structure has come to stay and is already attracting new loyalties and releasing new energies for the development of local resources. But massive oil revenues have undoubtedly increased the strength and authority of the Centre. Where do our interests lie? Nigeria's size, importance, and resources commit her inevitably to the role of African front runner in both the political and economic field. This will impose a heavy load on the machinery of government and indeed on the structure of Nigerian society itself. Some problems of adjustment are already apparent in the drift into the towns, the large population of unemployed or underemployed, in the relative decline of agriculture. To meet these fundamental social and structural problems Nigeria will need to develop all the resources she can muster. She will need all the help she can get from her friends. I am convinced that the skills and enterprise deployed by the British business community are essential ingredients in that help. They can still be profitably employed—and the business-minded Nigerian does not in the least resent the profit—but above all they must be deployed for the efficient development of Nigerian resources, which is an interest in common to us all. For Britain as a trading nation the rapid development of the Nigerian economy on a basis politically acceptable to its people, is an end in itself; because it is with a politically stable and economically developed country that we can most profitably trade.

In the discussion which followed many exhibitors commented on the success of their own efforts in the Nigerian market and expressed their desire to participate in further industrial exhibitions there.

Advice from Ottawa for UK exporters

SOME good advice to British exporters was given by speakers at the British Canadian Trade Association's 21st annual conference in Ottawa. The theme was 'The British and Canadian Consumer' and prominent parts in discussions were played by Lord Redmayne, chairman of the BOTB's North American Advisory Group, and Lord Mancroft, who each chaired one of the four sessions.

Mr. Hubert O. Chapman, vice-president of BCTA and president of Edward Chapman Ltd., a leading Vancouver store company specialising in British goods, listed some of the 'Dos and don'ts' on entering the Canadian market.

Recalling a particularly misconceived venture, Mr. Chapman said: 'Two basic facts had been overlooked: one, the overall market place is enormous, composed of a number of market places, all highly concentrated by product in given areas and buildings. In one working day buyers more often than not are too busy to go out of their markets to look at lines. Yet this company was expecting buyers from a half-dozen or more different markets to consider them a regular resource stop.

'Two: coat buyers want to look at coats; dress buyers at dresses; children's buyers at children's wear; shirt buyers at shirts; and they have a built-in reaction to a place that is showing many different items.'

He continued by pointing out that another basic commandment of all selling is to know your customer and to do business within the framework of his needs. One of the prime reasons for failure of many would-be sellers to the Canadian market is the unawareness of, or the ignoring of, the calendar 'straitjacket' within which the buyer operates; merchandise delivery dates must be timely. They must give the store a sufficient selling life period after the goods reach the store, including available time for re-orders during this period.

It is vital that sellers become known to buyers. This cannot be accomplished by a single visit. A new resource has to begin a process of becoming known in order to stand up to the questions in the minds of every buyer. 'Some fellows may be lucky on a first date but experience proves that repeated efforts are far more effective. Good British manufacturers are as competitive as their counterparts elsewhere. It is a matter of know-how—no more; no less.'

Mr. John Dickinson gave a series of suggestions for improving British trade in Canada: 'Why not try and make realistic delivery promises and in the event of unforeseen difficulties inform the customer promptly or better still offer some alternative solutions. Answer all queries promptly. Establish good representation in Canada and follow up on sales contacts at regular intervals. Consider establishing inventories in Canadian warehouses. Make better use of British Trade Commission facilities which are staffed with very competent and helpful people. Advertise in Canadian industrial publications.'

Royal visit to Tokyo

THE Duke and Duchess of Kent will visit Japan from September 20-26 for the opening of the British Export Marketing Centre in Tokyo. Their Royal Highnesses will also attend the Gala Performance of the London Fashion Festival in Tokyo.

Their Majesties the Emperor and Empress will receive the Duke and Duchess in audience and they will meet other members of the Imperial family during their visit.

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EXHIBITIONS and FAIRS

BOTB-aided joint ventures to US

FOUR international and widely differing exhibitions will take place in the United States in September this year: The British Overseas Trade Board will be sponsoring British companies taking part under the official joint venture scheme.

Chicago National Office Products Association Annual Convention and Exhibition, September 8-11: A joint venture is being organised in conjunction with the Business Equipment Trade Association. British companies will exhibit visual planners, wall charts, filming equipment, date stamps, office furniture, security equipment, management aids and data processing equipment.

Philadelphia Bobbin Show, September 12-15: At this specialised event, the BOTB will sponsor a joint venture in co-operation with the British Textile Machinery Association. Exhibits include sewing machines of all types, strip cutting machines, cloth cutting machines and steam irons.

Chicago Marine Trades Exhibition, September 20-23: The most important trade show in the USA for accessory products for power and sail boats at which there will be a British participation jointly sponsored by the Ship and Boatbuilders National Federation. The exhibits cover a whole range of accessory products, including life rafts, life jackets, buoyancy aids, waterproof clothing, electronic navigation aids, boarding ladders, stainless steel rails, anchors and a whole variety of marine equipment.

Cleveland Hydraulics and Pneumatics Show, September 25-27: A first-time joint venture at this specialised powershow with the Association of Hydraulic Equipment Manufacturers Ltd. The event coincides with the 29th Annual Conference on Fluid Power, sponsored by the Illinois Institute of Technology. The exhibition is intended to attract those responsible for the design and performance of machinery powered and controlled by oil, water and compressed air. Exhibits on show include filters, accessories for hydraulic equipment, seals, pumps, motors, valves and cylinders.

Missions: There will be four outward missions to the USA in September, involving the British Ceramic Manufacturers Federation, the Briar Pipe Trade Association, the Dundee Chamber of Commerce and the Ship and Boatbuilders National Federation.

At IFABO in Vienna, the Austrian Trade Minister, Dr. Josef Staribacher (centre), inspects the Rank Xerox stand. On his right is Dr. K. Rischka, general manager, Rank Xerox Austria, while British Embassy Commercial Counsellor Mr. John Lambert is on his other side.

Embassy aids exhibitor at Vienna office show

From W. Fitz, Commercial Department, British Embassy, Vienna: A group of eight British office equipment and office machinery manufacturers, sponsored by the Business Equipment Trade Association, supported by the British Overseas Trade Board, exhibited in a joint venture at the four-day IFABO trade fair, Vienna. Eight other British firms were represented individually.

All British exhibitors did satisfactory business, in particular Gestetner Ltd. and Banda Ltd., both of which received many serious inquiries which they hope to be able to follow up successfully in the near future.

International Addressing Systems also received quite a number of serious inquiries from, for example, such important potential customers as the Austrian Post Office Authority and IBM. They hope these will lead to good business in the future. Multitone Electric and Co. Ltd. and Paragon were delighted with the results and are very keen to take part in a joint venture again next year. Business Equipment Trade Association and Business Press International Ltd. stated that at this year's IFABO they received many more inquiries than at previous ones especially on computers and EDV equipment. Beanstalk Shelving Ltd. was unlucky with its forwarding agent which did not deliver exhibition material, eg wall charts, etc. In consequence, after two days of unsuccessful effort to get the material through, the firm's representatives, with the help of the Commercial Department of the British Embassy, arranged appointments and took interesting orders outside the fair. In order not to waste space Banda Ltd. used Beanstalk's stand area.

The British joint venture at the May event occupied an excellent site close to the main entrance and attracted many visitors ranging from 'business directors down to secretaries and typists'. HM Ambassador, Mr. D. S. Laskey, and the Commercial Counsellor, Mr. J. H. Lambert, visited the stand and other British exhibitors—several of whom, eg Cimex and Business Computers Ltd., expressed interest in participating in a future joint venture.

Britain largest foreign entry at Diagnostika

From G. Rogers, British Consulate-General, Dusseldorf: The Fifth Diagnostic week, Dusseldorf, May 30-June 3, proved to exhibitors, visitors and sponsors alike that there is need for a specialised fair covering all aspects of diagnostic and therapeutic instrumentation; and that Dusseldorf, in view of its central position and its proximity to Belgium and Holland, is a better venue than either Munich (1971) or (Karlsruhe (1969).

In fact, the sponsors, the German Society for The Promotion of Medical Diagnostic, had already decided in 1972 that all future events in this field would be held in Dusseldorf. The concurrent congress was well attended and drew many doctors and specialists.

The exhibition covered three halls and a net area of 6,500 sq. m. There were 164 German exhibitors and 28 foreign ones. Britain's was the largest overseas contingent with 13 firms, followed by Switzerland (four), Belgium, Netherlands and USA (two each), Sweden, France, Italy, Japan and Austria (one each).

The fair has undoubtedly grown since its inception in 1969 at Karlsruhe where only 100 firms showed their products. It is still by no means truly international but is on the way to becoming so and has already lost much of its regional character.

It is estimated that some 20 per cent of the 15,000 visitors came from outside the Federal Republic, though most of the German visitors came from the Ruhr. It was encouraging to observe that the visitors were mostly doctors and specialists.

The British joint venture was the first of its kind at Diagnostika, with nine firms (British Oxygen, Coulter Electronics, EMI & SE Laboratories, Flow Laboratories, LR Industries, Nuclear Enterprises, The Searle Group, Vickers Medical Engineering and Wellcome Reagents) and an information stand manned by the British Hospitals Export Council. The joint venture area of 250 sq. m with its well-designed open stands, raised much favourable comment. The firms had carefully selected their products and had carried out pre-fair mailing campaigns and advertising through their German agents or subsidiaries. There were, in fact, no firms on the joint venture who were absolutely new to the German market and this fact undoubtedly contributed to the successful outcome of the joint venture.

The number of serious inquiries received would indicate that Britain has much to offer in the diagnostic field and the range of exhibits included patient-monitoring systems, analytical clinical instruments, physiological teaching equipment, bio-chemical analysers, reagents covering the field of bacteriology, haematology and immunology, special oxygen apparatus and diverse novel diagnostic equipment.

Although, as a rule, orders are not taken at such a specialised exhibition, The Searle Group reported immediate sales of £6,000 for diagnostic disposable tubes, and another firm sold £2,000 worth of equipment. Much interest was also shown in the Vickers multi-channel blood analyser, for which follow-up orders in excess of £300,000 sterling are expected. The other firms were also pleased with the interest shown in their products and expect to book sizeable orders as a direct result of participation. The independent firms also reported favourably on the outcome of the exhibition.

The next Diagnostika will again be held in Dusseldorf, although dates have not yet been released. The fair authorities (NOWEA) are determined to make it larger and more international than previous events.

Follow-up—the vital ingredient in promotions

From John Johnson, Acting High Commissioner, Bridgetown: The effectiveness of trade promotions is soon lost if follow-up is slow. At the close of British Week in Bridgetown a leading store-owner commented that British salesmen were needed with their order books. The peak ordering season for consumer goods in this market is April to June.

On June 1 the leader of the Manchester Chamber of Commerce trade mission, Mr. R. W. Brocklehurst, visited the Barbados Chamber of Commerce at the outset of his mission's five-day stay. It could hardly have been better timed, in spite of the set-back of tariff increases introduced the previous day. And the Bridgetown Chamber laid stress on the goodwill for British exporters which the Week had generated.

British Week, in March, was originally conceived as a shopping promotion in three big department stores. Under the enthusiastic direction of a local committee it became a major event covering 46 Bridgetown shops and many more in outlying areas.

It was opened by HRH Princess Margaret, whose speech was answered by the Prime Minister of Barbados, The Rt. Hon. Errol Barrow. The British Overseas Trade Board was represented at the opening by Mr. J. A. Lewando. Her Royal Highness toured the Bridgetown shops on foot amidst huge crowds of sightseers and took a second look around later, as well as carrying out many other engagements and attending a charity ball.

The entertainments gave a festival atmosphere. The Royal Navy's assault ship HMS *Intrepid* was in port. She was open to an enthusiastic public and demonstrated her weapon power. The Naval Tattoo, impeccably staged at the Racecourse, was attended by a crowd of 30,000. The Royal Marine Band was a star attraction. Football and rugby matches and a film premiere of 'Young Winston' added to the enjoyment. A rooftop pub served draught beer and fish and chips. And a big selling point was the British Fashion Fantasia: a music and dance show displaying a wide range of British garments.

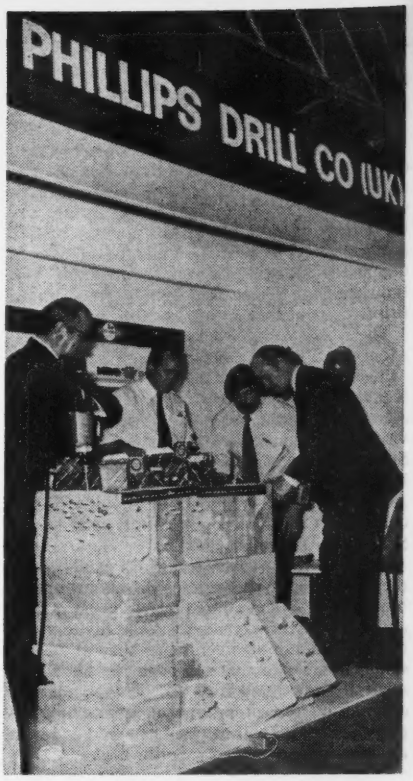
Bridgetown was enveloped in red, white and blue. The varied display material supplied by the British Overseas Trade Board was used to good effect. And window-dressing was stimulated by a competition for a BOTB plaque. Inside the department stores British goods were prominently displayed: clothes, shoes, fabrics, hardware, household linen, toys, cosmetics and nursery goods. The tourists and cruise ship visitors found the whole range of British china, crystal, pottery, silverware, jewellery, liquor and leather goods.

An Information Centre, manned daily by British girls, told the public what could be seen and bought and acted as an inquiry centre of the British Travel Authority.

Sales results showed the impact of the promotion. China and glassware were target goods and did well. The biggest outlets registered increases of 50 per cent and 25 per cent over last year's business, with higher sales continuing right through to May. Demand for British shoes, which was falling off due to cheap competition, has been boosted. One shop received a shipment of shoes for British Week and has doubled turnover. Sales of British cottons, knitwear and synthetic fabrics, especially Crimplene and polyester have increased as a result of the publicity and the Fashion Show. A large extra order of Marks and Spencer's clothes bought specially for British Week sold like hot cakes. The exhibition brought in a lot of new orders from schools for the educational equipment on show. One of the biggest newsagents has seen a gratifying increase in sales of magazines.

Did it all pay off? The sheer entertainment value and the massive publicity made buyers think British. The level of advertising of British products jumped. But our competitors, especially the Western European countries and Japan, are moving fast into Commonwealth Caribbean markets. And higher tariffs will give added protection and incentive to regional industries.

The goodwill generated by British Week is still there. But the sales impact could be ephemeral if British exporters do not continue to cultivate this traditional market. So the Manchester Chamber of Commerce Trade Mission was welcome: they were very satisfied with the volume of orders obtained and interest shown, especially in textiles and educational equipment. It is to hoped that their example will be widely followed.



Lord Limerick, Parliamentary Under-Secretary of State (Trade), right, and Mr. David Muirhead, British Ambassador, left, on a stand with two company representatives at Lisbon International Fair.

A joint venture at Lisbon fair

From A. B. Ball, First Secretary (Commercial), British Embassy, Lisbon: The 14th Lisbon International Fair was held June 9-23. Portuguese and foreign manufactures were displayed in modern pavilions and open space covering a total of 45,000 sq. m. The special theme of the year was Metrology and Quality Control. Other main exhibits were furniture, agricultural equipment, domestic and kitchen equipment, vehicles, cameras, and sound reproduction equipment.

The Fair included an official joint venture, supported by the British Overseas Trade Board and sponsored by the Birmingham Engineering and Building Centre. The exhibits included hand tools, engineers' cutting tools, diesel engines, and domestic appliances. The Gauge and Tool Makers' Association organised an official British stand in the Metrology Section, and six British experts gave lectures in the supporting seminar. June 14 was British National Day when the Fair was visited by Lord Limerick, Parliamentary Under-Secretary of State (Trade).

Among business being negotiated on the British stand before the end of the Fair was an order for 10,000 sets of saucepans per month for the American market by Judge International House Wares Ltd. through an agent from Spain—a typical example of the international nature of the Lisbon Fair.

Redman, Heenan, Froud Ltd. were among the other exhibitors confident of good business. And most of the British exhibitors expressed the firm opinion that their participation had been worthwhile.

European printers converge on Amsterdam exhibition

From L. W. Zonneveld, Commercial Officer, British Embassy, The Hague: The 10th International Screen Printing Exhibition was organised for the Federation of European Screen Printers Associations in which the trade associations of 13 countries co-operate.

Held at Amsterdam, May 12-16, it was the largest since the first event in 1965 and some 12,000 sq. m. of stand room was occupied by 107 exhibitors from 11 countries. The first FESPA congress was formed by a group of 80 European screen printers. The present congress was attended by approximately 450 printers, illustrating spectacular growth and the present-day importance of screen printing.

Supported by the British Overseas Trade Board, a Joint Venture was included in which 14 manufacturers participated, sponsored by the Display Producers Screen Printing Association.

It was very much an international and professional audience which visited the exhibition and congress: they came from the United States, Japan, Australia and from the young African States, as well as from all over Europe.

The large majority of the joint venture participants thought the exhibition had been very successful and next year looks even more promising.

OVERSEAS SEMINARS AND SYMPOSIA

A leaflet describing the British Overseas Trade Board's Overseas Seminar and Symposia scheme may be obtained from the Director, Fairs and Promotions Branch, British Overseas Trade Board, 26 Old Bailey, London, ECM 7HU (Tel. 01-248 5757 Ext. 7210) The text of the leaflet was published in *Trade and Industry* of June 21.

Paris Air Show a chance to exchange new ideas

From T. C. Almond, British Embassy, Paris: It is estimated that nearly a million people visited the 30th Paris Air Show, held at Le Bourget, May 24-June 3. Over 700 companies exhibited their products in the professional sections of the Show and of these 105 were British, with 77 receiving joint venture support. The official British exhibit was the largest number of British companies ever grouped together at the Show and the stands were organised by the Department of Trade and Industry in collaboration with the Society of British Aerospace Companies (SBAC).

The Show was officially opened May 25 by Monsieur Pierre Messmer, the French Prime Minister. Present that day were the Duke of Kent and Mr. Michael Heseltine, Minister for Aerospace and Shipping. Other British VIPs who visited the salon were Mr. Gilmour, Minister of State, Ministry of Defence; Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping; Lord Boyd-Carpenter, chairman, Civil Aviation Authority; and Mr. B. Scott, Board Member, BOTB.

The impression given by British exhibitors at the Show was that the industry was in a much healthier state than at the previous event in 1971 and the consensus among these exhibitors was that they had done much better than at the last salon. Some said that although the Show was relatively quiet, and they had perhaps not seen quite so many visitors on their stands by comparison with 1971, those they had seen had been much more commercially worthwhile.

On the Rolls-Royce stand at the Paris Air Show, Mr. Michael Heseltine, Minister for Aerospace and Shipping (left), is seen with (from the left) Mr. K. Wilkinson, managing director, Rolls-Royce (1971) Ltd.; Mr. Cundall, sales manager, Europe; and Mr. S. Wroath, manager, military sales, Derby Engine Division.

It was generally agreed by most exhibitors that the amount of direct business which comes from exhibiting at air shows such as the Paris one is fairly small; but the event provides an important meeting place for everyone who is anything in the aerospace world to see what is new in the industry, to swap ideas, and to meet new contacts on neutral ground. It is impossible to measure the success of the Show, therefore, in direct orders taken on the stands; but many of the companies who are well-established on their various worldwide export markets admitted they were well satisfied with their level of inquiries they had received and the number of new contacts they had been able to make.

Among the companies which were particularly pleased with their participation were Decca, with navigational and new doppler equipment; Marconi, with 'moving map'; Ferranti, with digital inertia systems; Airscrew Fans; Auto Diesels; and Cannon and Stakes. In addition, there was considerable interest shown in the Royal Radar Establishment's touch display unit on the DTI stand.

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Britons shine at Interclean

From A. Hazebroek, Commercial Officer, British Embassy, The Hague: This was the fifth Interclean and the biggest, with 180 participants as against 129 in 1971. As in 1971 a section was devoted to municipal cleaning and waste removal. Participating countries were West Germany, Canada, Denmark, Great Britain, France, Republic of Ireland, the Netherlands and Switzerland.

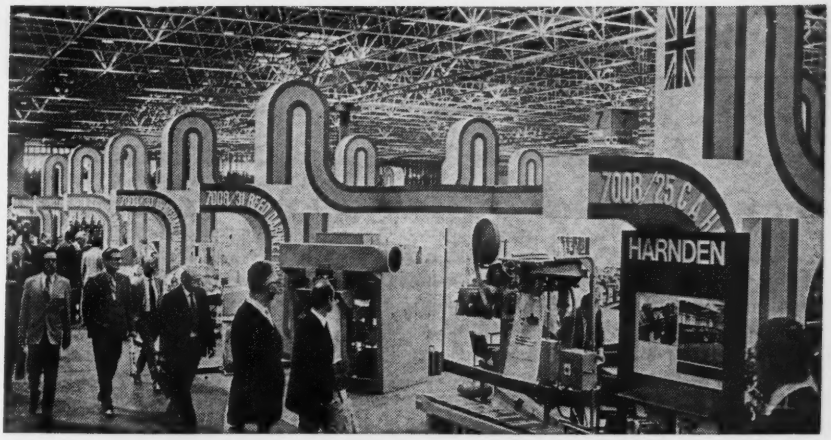
A joint venture, sponsored by the British Institute of Cleaning Sciences and supported by the British Overseas Trade Board, consisted of 27 firms: they displayed a wide range of mechanical and chemical cleaning equipment and materials. All of them reported considerable interest shown in their products which were widely praised as modern and of high quality. Several firms looking for agents managed to contact possible candidates during the Exhibition, while one actually appointed an agent before returning home.

The Interclean Exhibition was held at the RAI Building, Amsterdam, May 1-4, and other joint venture participants reported very useful contact with firms from other countries, such as West Germany, Denmark, Finland and Portugal, underlining the very good impression British cleaning equipment has made and the international scope of Interclean which is rated as the foremost exhibition of its kind in the world.

In the section dealing with municipal cleaning and waste removal British participation was less prominent. In displays of waste removal and cleaning vehicles British commercial chassis and electric vehicles were shown. British manufacturers of this range of equipment should note the expected growth in the Dutch solid waste removal market which is estimated to grow from six million tons in 1972 to 14 million tons around the year 2000.

In conjunction with the Exhibition a programme of lectures was held in the RAI Congress Centre. Papers about the sociological and economic aspects of cleaning were read by some Dutch and one Swiss expert. In view of the advanced technology of the British cleaning equipment industry a British expert would have been welcomed and could usefully present a paper during the next Interclean Exhibition to be held in 1975.

This was a very successful exhibition for the British participants, most of whom expect to be back in 1975. The British Ambassador in the Netherlands, Mr. John Barnes, visited the British stand, accompanied by his wife.



Visitors pause to look at one of the British stands at Interpack in Dusseldorf. The 6th international exhibition of packaging machinery and materials took place May 10-16. Thirty-two UK exhibitions participated in a joint venture supported by the British Overseas Trade Board

Nepcon from USA becomes Internepcon in Brussels

From Roger James, Second Secretary, British Embassy, Brussels: The well-established American series of electronic exhibitions known as Nepcon came to the capital of the EEC for the first time in 1973. Internepcon Europa was held at the Centre International Rogier, June 19-21, and attracted one of the largest group of British exhibitors ever to come to Brussels.

Sixty-nine British companies took part in a joint venture, supported by the British Overseas Trade Board and sponsored by the City of Westminster Chamber of Commerce. There were 12 other British companies present which brought total British participation up to 40 per cent, an indication, perhaps, of our determination to take advantage of the new opportunities thrown up by our entry into the EEC—albeit in a market which, though dynamic, is recognised as an exceptionally tough one.

The exhibition was opened by the British and American Ambassadors to Belgium in the presence of the chairman of Internepcon, Mr. Milton Kiver.

Mr. Kiver described the exhibition as one totally devoted to the requirements of the electronic production engineer. Two hundred and fifty companies, from 11 countries—but principally from the UK and the USA—were displaying several thousand of the latest tools, machines, chemicals, materials and components which play a vital role in the mass production of electronic equipment. These were the products which would play such an important part in the development of the electronic industry of Europe. The aim was to make Internepcon Europa the first in a long successful series of such exhibitions—and, indeed, dates have already been chosen for 1974.

The 69 British joint venture participants exhibited a wide variety of products including solid state keyboards, industrial laminates, printed circuits, wide ranges of electronic components, solder machines, crimping devices, etc. The general impression was one of satisfaction with the number of visitors (provisionally put at about 9,000), their quality and at the estimated amount of business resulting from inquiries and firm orders. About 75 per cent thought that they would wish to come again next year. A small minority quite frankly did not find Internepcon a useful outlet for their products and almost everyone voiced discontent at the poor ventilation and air-conditioning which will have to be improved.

But the overall reaction was positive. Heard were phrases such as 'The number of worthwhile contacts has been substantial', 'The exhibition has strengthened our position with already-established overseas distributors—it has enhanced our prestige and will be a spur to our Belgian distributor to increased activity' and 'We found many potential clients who were impressed with our products'.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour. Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price 63p (*by post* 72½p). Annual Subscription £8.60 including postage, and a copy of the Definitions of items and units employed in the Digest.

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HMSO BOOKS

EXPORT BUSINESS

Voice of Kenya buys a complete live television studio from Pye

PYE TVT Ltd. has received a major television order valued at over £300,000 from the Kenyan broadcasting authority Voice of Kenya. The order covers the supply of a complete studio at Mombasa to serve the coastal and southern area of Kenya. This new centre will provide local live production facilities. Broadcasts are currently presented from Nairobi.

Pye will supply four 4½ in. image orthicon cameras, telecine and film processing equipment, TV monitors, control and mixing equipment.

The planned on-air date is September 1 and Pye TVT will be responsible for supervising the installation. The order was received through the Crown Agents.

Joe Fletcher, Pye TVT area manager for East Africa, said: 'This contract was won against strong international competition and is indicative of the growth market which is available in East Africa. This growth is particularly noticeable in television broadcasting, in which East African nations are showing an increasing interest.'

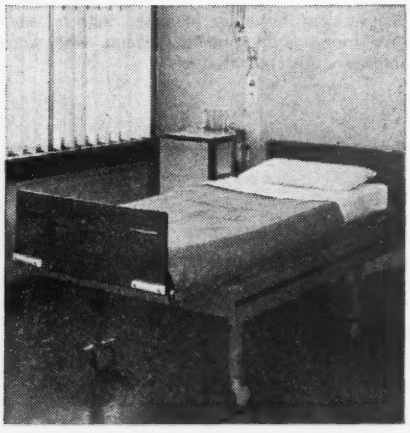
BTR Belting wins £350,000 Indian steel mill order

BTR Belting Ltd. of Farington, Lancs., has won a £350,000 order from India for the supply, over the next six months, of approximately 20,000 metres of Silverstrand heavy-duty conveyor belting to a giant steel-making complex in Bokaro City, Bihar State, India.

This is the largest single order ever secured by the company for the textile-reinforced Silverstrand range of cotton and synthetic fabrics with premium and heat-resistant rubber covers.

The product will be supplied in widths of 1,400 mm and will be used to convey a variety of materials associated with steel manufacturing, such as limestone, iron ore and sinter.

BTR Belting, one of the largest manufacturers of conveyor belting in the world, with a capacity of several million feet per year, produces a comprehensive range of belting and provides a technical and installational service for industries all over the world. The company is part of the international BTR Group.



Seventy-eight Ellison Manulift beds have been ordered from George Ellison Ltd. of Birmingham by Medicuba, a specialised Cuban enterprise for hospital equipment. Beds and equipment, which make up a total order value of almost £14,000 will be used primarily to equip intensive care units in Cuba.

A mobile medical clinic, constructed by Gordon Poole of Southampton, being exported from Southampton to Algeria. These clinics give valuable help in boosting medical services in Algeria. CNAN Ships, handling this job, run a regular service from Southampton, where Killick Martin and Co. Ltd. act as agents, to Algeria.

Redman Heenan enters another overseas market

REDMAN Heenan Process Engineering, Tipton-based member of the Redman Heenan International group of companies, has won an order worth approximately £175,000 for a roll-forming line from La Société Nationale de Sidérurgie of Algeria. Won in the face of keen European competition, the order represents an important breakthrough into a market hitherto dominated by France, according to the British company.

The new line will be installed in the D'el Hadjar factory, Annaba, where it will form part of a complete cold-mill project aimed at opening up a new industry in Algeria: it will produce sinusoidal and trapezoidal sections from 2 mm thick galvanised and aluminised sheet steel up to an input width of 1,350 mm.

The line will embody the universal type of roll-forming mill which allows rapid changing of the forming rolls. Equipment to be supplied includes a flying-die shear for cutting the formed steel into lengths, the cut-off dies moving at the same speed as the material so as to permit continuous operation. A single mandrel decoiler will be supplied for dealing with coiled material and this will be fitted with hydraulically operated loading gear.

British low temperature instruments for Germany

EXPORT orders worth in total £45,000 have been placed with Thor Cryogenics Ltd. of Berinsfield, Oxon., by German research organisations. The new orders will assist in the company's export percentage, which already stands at over 70 per cent of its production of superconductive magnets and cryogenic instruments.

Two of the orders have been placed by the Max Planck Institut fur Festkorperforschung in Stuttgart and the third by the Physikalisches Institut der Freie Universitat in Berlin. All the orders are for complete cryomagnetic systems and have been designed especially for the organisations in question.

The significant interesting features of the Berlin system concern the specification in relation to its use in nuclear magnetic resonance experiments, which calls for a magnetic field uniformity of better than one part in a thousand million and a stability of better than one part in a hundred million, and the low loss liquid helium cryostat, which has to contain enough liquid to last for a period of more than 8 days.

Of the two Stuttgart orders one system, based on a 7.0 Tesla twin solenoid magnet, is to be used in Stuttgart; but of further interest is the fact that the second system, also based on a nuclear magnetic resonance magnet producing 8.0 Tesla, is to be used principally in a laboratory in Grenoble, France, supported by EEC funds.

Pratt Woodworth chucks for Russian vehicle factory

IN face of international competition, specialist chuck manufacturers Pratt Woodworth of Winchester have won a £300,000 contract to supply chucks for what is expected to be one of the largest lorry and tractor production plants outside America.

Thirty-eight Ball-Lok Chucks and Diaphragm Chucks in various sizes from 17 in. to 26 in. diameter and weighing a total of approximately 20 tons have been sent to an Italian machine tool manufacturer for installation on a transfer line being supplied for the new Kamaz River factory in Russia.

Positive location, unequalled parallelism, squareness, maximum rigidity and the ability to hold parts to very fine limits of accuracy are assured by the design, states Pratt Woodworth, and in each case completely sealed operating mechanisms exclude the risk of damage by dirt, swarf, chips, grinding grit and other foreign matter. Maintenance free operation is therefore possible under the most exacting conditions for exceptionally long periods.

Baker Perkins gets China order

ORDER from the People's Republic of China valued at £49,000 has been placed with Baker Perkins Far East Ltd. for biscuit and confectionery wrapping plant to be manufactured by Rose Forgrove, another Baker Perkins company.

The confectionery wrapping machine called for in the contract is Rose Forgrove's R75 FWT which won a Design Council award this year and produces four styles of wrap with an output of up to 650 sweets a minute. The biscuit wrapping machines are simple but versatile medium output types capable of handling round square, or rectangular biscuits on edge, with single or double wrapper.

Each type of machine is only one of a complete range for the confectionery and biscuit industries and this, combined with Baker Perkins' ability to offer an equally complete range of confectionery and biscuit process and manufacturing plant, played a major part in securing the order.

Record ingot mould export

ITALY'S major steel producer has awarded a £1.5 million order for ingot moulds to GKN Dowlais, South Wales. This, states the company, is the largest single export order for ingot moulds ever placed in Britain.

The moulds, which will weigh between 33 and 40 tons, have been ordered by Italsider for their Taranto, southern Italy, plant. Delivery, which starts in August, will be spread over the next 2½ years.

The order marks a planned move by GKN Dowlais into overseas markets. It outstrips the total of all previous export orders handled by the foundry which, built in 1959, is one of the most modern in Europe.

Italsider will use the moulds to help boost their sheet steel production at Taranto from six million to 10 million tons annually over the next few years.

Ferodo success in China

FERODO has secured trial orders for brake and clutch linings worth £11,000 following the British Industrial Technology Exhibition in Peking.

In China, Ferodo materials have been chosen for Swedish, French and Japanese vehicles—and it is the last which has created the greatest interest, as Japanese vehicles have the major share of this market and in the past have not normally been fitted with UK-manufactured friction materials.

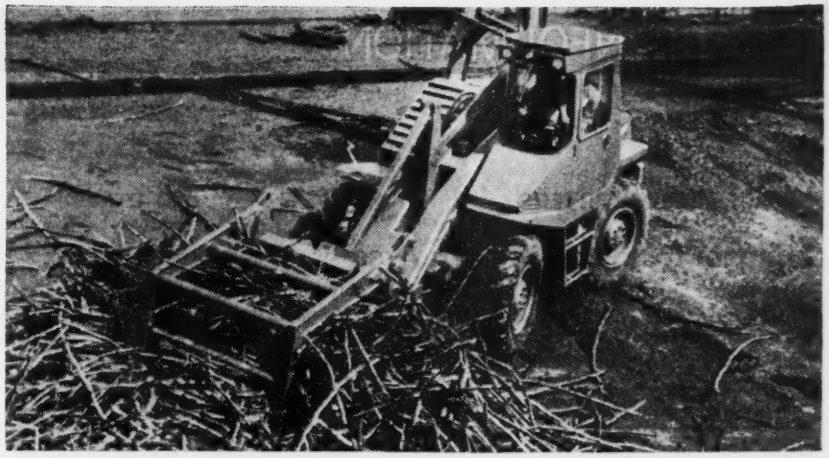
Ferodo believes it is reasonable to suggest that the growth factor in this area is very encouraging and repeat orders are expected.

Sea water filtration for Abu Dhabi

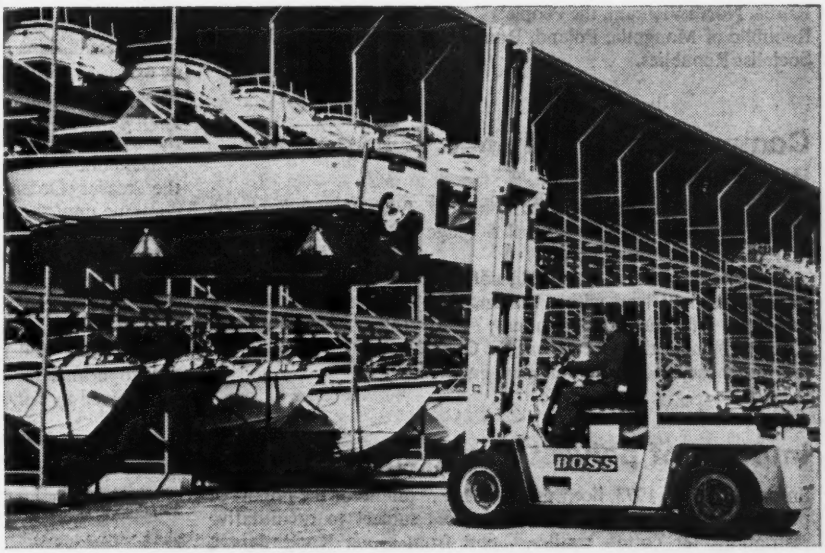
YOUNG Chemical Engineering Ltd., London SE1 —a Davy International company—has been awarded a major contract valued at over £750,000 for 40 fully automatic water filtration systems for the Gulf. Won against strong international competition, the contract was placed by Abu Dhabi Marine Areas.

The filtration systems supplied by YCE will be used to produce ultra pure water for injecting into oil bearing strata to force oil to the surface. The plant supplied by YCE will be of the Roberts-Boze type which is a packaged in-line process combining coagulation, adsorption and filtration.

Utilising a unique upflow filtration technique, this type of equipment has considerable advantages over conventional systems. In addition, the Roberts-Boze equipment eliminates the need for clarifiers, down flow sand filters, flocculation and sedimentation, as well as dry chemical mixing equipment.



An important part in the simplification and speeding-up of cane feed to Jamaican sugar mills is being performed by two Muir-Hill A6000 all-wheel drive, all-wheel steer, loading shovels fitted with Rockland grab. Cane is loaded in the field. The loaded cane carts are hauled to a gantry crane, which offloads the cane. The Muir-Hill loaders feed the cane to the mill, or stockpile it for the night shift. The harvesting period imposes a 22-hour shift. Muir-Hill is a Gloucester-based member of the Babcock and Wilcox Ltd. Construction Equipment Division.



Space-saving storage of pleasure craft in three-tier racking provides an unusual application for a Lancer Boss HD14 lift truck at the shipyard of Arcoa Marine, Arcachon, on the south-west Atlantic coast of France. The truck is fitted with 16 ft. fork extensions for handling the boats end-on, which illustrates the stability of the 14,000 lb. truck.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available

British Labour Statistics: Year book 1970 **£7.20** (by post £7.45)

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

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NOTICES TO IMPORTERS

Imports from the Eastern Area

ON and after June 29, 1973, the following goods may be imported into the UK from Eastern Area countries other than Romania under the authority of the Open General Import Licence (ie without the need of an individual import licence):

Tariff heading	Description of goods
27.09	Petroleum oils and oils obtained from bituminous minerals, crude.
27.10	Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations.
27.11	Petroleum gases and other gaseous hydrocarbons.

The Eastern Area means Albania, Bulgaria, Czechoslovakia, The German Democratic Republic and Berlin (East), Hungary, North Korea, North Vietnam, the People's Republic of China, the People's Republic of Mongolia, Poland, Romania, and the Union of Soviet Socialist Republics.

Community surveillance of imports—unwrought lead

NOTICES to Importers were published in *Trade and Industry* on March 22 (page 589) and April 5 (page 27) about Community surveillance of certain imports.

In this context, traders should note than on and after June 29, 1973 unwrought lead within heading 78.01 of the Tariff may be imported into the UK from any source (other than Southern Rhodesia) under the authority of the Open General Import Licence, ie without the need of an individual import licence.

Imports of polyester-cotton textiles

SINCE March 31, 1973, licences have been required for the import of polyester-cotton textiles from all sources subject to quantitative restrictions for cotton textiles. Apart from Hong Kong, Japan, South Korea and Taiwan, which are subject to quantitative restrictions, licences have been freely available, since the purpose of requiring them was to monitor future imports. It is now apparent that the volume of this trade is increasing considerably. Accordingly the DTI advise importers that no guarantee can be given that licences will continue to be freely available as hitherto. Until the situation becomes clearer, there may be delay in processing some applications for new licences, and some applications may eventually be refused in whole or in part. Any orders not already covered by a licence must be conditional on obtaining one. No assurance can be given that the validity date of licences already issued will be extended.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 19, 1973.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.11	*o*-Vanillin	O-Vanillin	December 31, 1973	T14394
29.15	Adipic acid	As in previous column	December 31, 1973	T14548
29.38	(±)-α-Tocopherol	Vitamin E as dl-alpha tocopherol	December 31, 1973	T14407
29.38	(±)-α-Tocopheryl acetate	Vitamin E as dl-alpha tocopheryl acetate	December 31, 1973	T14405

Professor D. P. Chattopadhyaya (second from left), who was appointed Indian Minister of Commerce earlier in the year, spent a few days in Britain last week calling on Ministers. Accompanied by Mr. M. Rasgodra, Indian acting High Commissioner (right), Professor Chattopadhyaya is pictured at the Department of Trade and Industry with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs (left), and Mr. Tom Boardman, Minister for Industry. The Indian Minister also saw the Secretary of State for Trade and Industry, Mr. Peter Walker.

Mr. Dick Alliegro, vice-president of the American National Institute of Ceramic Engineers (right), at the factory of J. Gimson and Co. Ltd., Stoke-on-Trent. He discussed production of fused silica with Mr. Mike Chivers, Gimson's technical director (left).

Application for anti-dumping duty on DMF from Canada

IN pursuance of the anti-dumping investigation announced on April 4 (see *Trade and Industry*, April 5, page 16), concerning imports of Dimethylformamide (DMF) from Canada and the USA the Department of Trade and Industry has now satisfied itself that recent imports of DMF from Canada were not dumped. Investigations are continuing in respect of imports of dimethylformamide from the United States.

London Airport Cargo EDP Scheme (LACES): General Valuation Declarations

GENERAL Valuation Declarations on Customs form C.106 remain valid for three years from the date of receipt in the Valuation Division, HM Customs and Excise. In many cases renewal declarations will shortly be necessary. Reminder notices together with a blank form of declaration will be sent to importers concerned towards the end of the period of validity of valuation codes issued: the issue of reminders will commence in August.

There is no need for importers concerned to take any action before the reminder notices are received, but thereafter it is in their interests to complete fresh declarations and send them as soon as possible to: Valuation Division, HM Customs and Excise, Vintry House, Queen Street Place, London, EC4R 1BQ.

Visits by British overseas commercial representatives

THE following Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussions.

Lebanon: G. Dagher, Commercial Officer in Beirut since August 1962.

Mr. Dagher is a national of the Lebanon, having been employed by the British Embassy in Beirut since August 1962.

Available: September.

Oman: S. A. Daud, Commercial Officer in Muscat since March 1972.

Mr. Daud is a national of the Sultanate of Oman, having been employed by the British Embassy in Muscat since March 1972.

Available: September.

Oslo: J. W. Thomas, Commercial Officer in Oslo since January 1972.

Mr. Thomas is a national of Norway, having been employed by the British Embassy in Oslo since January 1972.

Available: September/October.

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet these officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices and the appropriate office for Northern Ireland were listed on page 585 of *Trade and Industry* of June 21, 1973). Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary to meet the officers for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas representatives, can very often supply advice on the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply help.

International Copyright Conventions

THE Copyright (International Conventions) (Amendment No. 4) Order 1973, S.I. 1973 No. 1089 comes into operation on July 17 1973. This Order further amends the Copyright (International Conventions) Order 1972. It takes account of:

(a) the accession of Cameroon to the Universal Copyright Convention; and
(b) the ratification by Austria of the International Convention for the Protection of Performers, Producers of Phonograms and Broadcasting Organisations.

Copies of the Order may be obtained from Sale Branch, The Patent Office, Orpington, Kent BR5 3RD or from any branch of Her Majesty's Stationery Office, price 3p, by post 6p.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Second line of credit for Algeria

THE Export Credits Guarantee Department has guaranteed a second Lloyds Bank line of credit for Algeria. Under the terms of a financial agreement with La Banque Nationale d'Algerie, Lloyds will provide a loan of £1 million to help finance contracts for industrial plant, machinery and associated services between UK suppliers and Algerian buyers. The total value of the contracts is expected to reach almost £1.2 million.

All contracts must be entered into within the next two years and must have a value of at least £10,000.

Repayment terms for the loan will depend on the individual value of contracts. Advances made for contracts between £10,000 and £24,999 will be repaid over two years, between £25,000 and £39,999 three years, between £40,000 and £74,999 four years and for contracts over £75,000 five years.

In December 1972 ECGD guaranteed a similar £10 million line of credit between Lloyds Bank and the Banque Algerienne de Developpement. Exporters interested in either facility should contact Mr. P. F. Day of ECGD (Tel: 01-606 6699 ext. 211), or Mr. K. A. Barber of Lloyds Bank (Tel: 01-626 1500 ext. 2614).

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Lebanon and Kuwait

ACCORDING to Decree No. 5198 of March 23, 1973, published recently in the Lebanese *Official Gazette*, the agreement on economic co-operation and capital investment between Lebanon and Kuwait signed on June 22, 1972, has now been ratified. The agreement, which will be valid for three years and is automatically renewable, provides for free trade between the two countries in locally produced goods and for preferential tariff rates on certain manufactured goods. A translation of the agreement itself has not been published and no further information is yet available.

EDB ext. 420/475

Lebanon and Morocco

ACCORDING to Decree No. 5199 of March 23, 1973, published recently in the Lebanese *Official Gazette*, the economic and technical co-operation agreement (text in Arabic) between Lebanon and Morocco, signed on March 10, 1972, has now been ratified. The agreement will be valid for one year after ratification and is automatically renewable. A joint committee will be established to draw up a detailed programme for co-operation. An unofficial translation in French is available but no further information is available.

EDB ext. 420/475

Bulgaria and Iran

DETAILS have been received of long-term trade and long-term payments agreements between Bulgaria and Iran which were signed in Sofia on December 9, 1972. The two agreements cover the period from January 1, 1973, to December 31, 1977. Exports from Iran to Bulgaria will include crude oil, raw cotton, textiles, fruits, tea, tobacco, chemicals, tyres, vehicles, and minerals. Bulgarian exports to Iran will include complete plants, machine tools, fork-lift trucks, electrical equipment, chemicals, ferrous metals, meat, and cheese.

EDB ext. 466/467/288

Czechoslovakia: new patent and design law

LAW No. 84/1972 on Discoveries, Inventions, Improvement Proposals and Industrial Designs came into operation in Czechoslovakia on January 1, 1973. This new law on patents and designs repeals most of the existing laws pertaining to this subject but does not introduce many changes in the old law. Among the provisions amended are those relating to compulsory licences and industrial designs may now be protected for a second period of five years. An unofficial translation of the new law is available for consultation in the Chancery House Annex of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London WC2.

Libya: use of Arabic in visitors' passports

THE UK Government has indicated to the Government of the Libyan Arabic Republic its agreement to the use of a rubber stamp, as an interim measure, so that the passport details in Arabic may be entered in the passports of British nationals travelling to Libya. A further notice will be issued as soon as details of this arrangement and the date on which it will come into effect have been agreed.

EDB ext. 2357/2225

Hints to business men booklets

REVISED editions of the booklets on Bulgaria, Denmark, Greece and Kuwait have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

Spanish journalists, on a recent visit to Britain as guests of the Foreign and Commonwealth Office, photographed during a call at DTI headquarters, where they were received by Lord Drumalbyn, Minister without Portfolio (left).

Certificates of origin: issuing bodies

THE following organisations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce & Industry
Burton upon Trent & District Chamber of Commerce & Industry
Bury & District Chamber of Commerce

Cambridge Chamber of Commerce
Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester and District Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal & District Incorporated Chamber of Commerce & Manufactures
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy & East Fife Chamber of Commerce

Lancaster, Morecambe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce & Industry
Leicester & County Chamber of Commerce & Industry
Leith Chamber of Commerce
Lincoln Chamber of Commerce
London Chamber of Commerce & Industry
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce
Merseyside Chamber of Commerce & Industry (Liverpool)
Mid Herts Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce & Industry
Northampton & County Chamber of Commerce
Northern Ireland Chamber of Commerce & Industry (Belfast)
Norwich Chamber of Commerce
Nottingham Chamber of Commerce & Industry

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce & Manufactures
Slough & District Chamber of Commerce & Industry (Branch issuing office) also at London Airport (Heathrow)
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Swansea Chamber of Commerce & Shipping

Telford Chamber of Industry and Commerce Ltd.
Teesside and District Chamber of Commerce
Royal Tunbridge Wells Chamber of Trade
Tyne & Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce & Industry
Worcester Chamber of Commerce

*Does NOT certify movement certificates

The list previously published in *Trade and Industry* of November 30, 1972, is hereby cancelled.

Information for exporters

Exporters are informed that foreign Customs authorities may refuse certificates of origin other than those issued by organisations designated by the Department of Trade and Industry and listed above. Exporters are advised that difficulties may also arise over documents which do no more than authenticate the signature of the declarer (even if the signature of the declarer is later officially authenticated).

Refusal by foreign Customs authorities to accept certificates of origin or difficulties arising, for the reasons given above, are almost bound to lead to delay in delivery of the goods concerned, and may in certain circumstances lead to forfeiture of the goods, or in the imposition of financial penalties, or both.

Chambers of Commerce seeking designation to issue certificates of origin universally acceptable to foreign Customs authorities under the provisions of international. Conventions should apply in the first instance to the Association of British Chambers of Commerce, 68 Queen Street, London EC4N 1SN, as the ABCC acts as an advisory body to the Department of Trade and Industry on these matters.

TARIFF & TRADE NOTICES

France

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel* of June 24 announced that the following establishments should be added to the list of cutting-up premises, abattoirs and processing concerns in Britain and Northern Ireland inspected and approved by the competent authorities:

Name and address	Approval No.
Cutting-up premises	
Moss Waltham & Co. Ltd., Shrewsbury, Shropshire	EWC 4
North Devon Meat Ltd., Torrington, Devon	EWC 6
D. T. Duggins Ltd., Bromsgrove, Worcester	EWC 7
Associated Meat Co. Ltd., Luton, Beds	EWC 8
Barret & Baird Ltd., West Bromwich, Staffs	EWC 9
Robert Lawson & Sons Ltd., Dyce, Aberdeenshire	SC 1
E. M. Denny & Co. Ltd., Rutherglen, Lanarkshire	SC 2
Banchory Public Abattoir, Kincardineshire	SC 3
William Donald & Son, Porthlethen, Kincardineshire	SC 4
Mid-Ulster Meat Packing Co. Ltd., Omagh, Co. Tyrone	N.1 4
FMC Ltd., Newry, Co. Down	N.1 9
Abbey Meat Packers Ltd., Newtownabbey, Co. Antrim	N.1 14
Ulster Swift Ltd., Enniskillen, Co. Fermanagh	N.1 17
Abattoirs	
May Meats Ltd., Dungannon, Co. Tyrone	N.1 2
Mid Ulster Meat Packing Co. Ltd., Omagh, Co. Tyrone	N.1 4
City of Belfast Meat Plant, Belfast	N.1 5
Northern Ireland Farmers' Bacon Co. Ltd., Cookstown, Co. Tyrone	N.1 7
Ulster Farmers' Bacon Co. Ltd., Newry, Co. Down	N.1 8
FMC Ltd., Newry, Co. Down	N.1 9
Abbey Meat Packers Ltd., Newtownabbey, Co. Antrim	N.1 14
Saintfield Exports Ltd., Saintfield, Co. Down	N.1 15
Ulster Swift Ltd., Enniskillen, Co. Fermanagh	N.1 17
Ulster Meats Ltd., Craigavon, Co. Armagh	N.1 18
Processing establishments	
Robert Lawson & Sons Ltd., Dyce, Aberdeenshire	S.P 3
FMC Ltd., Newry, Co. Down	N.1 9
Abbey Meat Packers Ltd., Newtownabbey, Co. Antrim	N.1 14
Ulster Swift Ltd., Enniskillen, Co. Fermanagh	N.1 17

Previous lists of abattoirs and processing concerns published in the *Board of Trade Journal* of March 5, 1965, January 20, 1967, September 1, 1967 and in *Trade and Industry* of September 16, 1971 and September 28, 1972 are now void.

Inquiries relating to this notice should be addressed to MAFF, Animal Health Division, IV B, Government Offices, Block E, Leatherhead Road, Chessington, Surrey KT9 2LT (Tel: 01-397 5266 ext. 2685).

QUALITY STANDARDS FOR BUTTER: A supplement to the French *Journal Officiel* of June 5, 1973 sets out the regulations governing the approved methods for physical and chemical laboratory analyses of butter.

Inquiries relating to this notice should be addressed to OTAR Section, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757 ext. 423/408/482). Copies of the official French text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Federal Republic of Germany

PRICE MARKING ORDER: From July 1, 1973, a new version of the Price Marking Order is coming into force in the Federal Republic of Germany, replacing the previous Order PR No. 1/69 of September 18, 1969. **EDB ext. 466/467/482**

Orders for more than £100,000 for audio and television equipment have been received by Pye Ltd. following a visit of Portuguese radio and television dealers to this country—bringing total orders from Portugal this year to £250,000. The party spent a day at the Pye factory at Lowestoft and another at the company's headquarters at Cambridge. The picture shows Pye export sales manager Mr. Morton Pinfold (left), with Mr. H. M. De Lima, of Frigel, Lisbon, and Mr. Jose F. R. Lopes Rodrigues, of Telvi, Oporto.

Greece

INSECTICIDES: The Greek Minister of National Economy has announced that the sale of certain household insecticides has been banned. Details are available on request. **EDB ext. 420/475**

Israel

PROHIBITION OF IMPORT OF DANGEROUS TOYS: The attention of exporters of toys to Israel is drawn to a prohibition on the importation of dangerous toys, which are described as follows:

(a) those which discharge fire or an object which could harm or cause an explosion;
(b) those the form of which is similar to that of firearms or ammunition and which looks like real firearms or ammunition;
(c) those which could cause damage or nuisance by discharging liquids, such as tears, or cause irritation, sneezing, noise, pollution or any other disturbance. **EDB ext. 420/475**

Syrian Arab Republic

FORAGE PRODUCTS: The Syrian authorities have announced that for the remainder of 1973 the following forage products may be imported directly from country of origin:

Tariff no.	Description
10.05	Maize
10.07	Dari
12.09	Cereal straw and husks
12.10	Fodder beetroot
23.04	Oil cakes of olives, etc.

EDB ext. 420/475

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1
Telephone: 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London
WE SPECIALISE IN HANDLING EASTERN EUROPEAN RECIPROCAL BUSINESS AGAINST U.K. DELIVERIES
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS OF ANY KIND.

Lebanon

CONFECTIONERY—DUTY INCREASED: The Lebanese authorities have announced the following increased customs duty on confectionery:

Item no.	Description	Rate of duty
17.04	Sugar confectionery, not containing cocoa	150 piastres per kg half gross
	but the duty not to be less than	28% *ad val.*
	Reconstruction tax	20 piastres per kg half gross
18.06	Chocolate and other food preparations containing cocoa:	
	c Confectionery containing not more than 3% by weight of cocoa	150 piastres per kg half gross
	but the duty not to be less than	28% *ad val.*
	Reconstruction tax	20 piastres per kg half gross

EDB ext. 420/475

East Africa

TARIFF AMENDMENTS: The Finance Bills 1973, published in the Kenya and Republic of Tanzania *Gazette* Supplements of June 14, announce changes in duty and or wording and phrases used in the first, second and third schedules to the Kenya and Tanzania Customs Tariff Acts, with effect from June 15, 1973. These amendments are too long to be reproduced here in full, but the classification of the items and the extent of the changes are shown below:

First Schedule—Fiscal Entry and Import Duty

a By amendments to the wording and phrases used in the following chapters: 8, 30, 38, 73, 85 and 87;

b By the reduction of the rates in the fiscal entry column affecting the following tariff numbers: 09.04, 09.05, 09.06, 09.07, 09.08, 09.09, 09.10, 11.01, 11.02, 11.03, 11.04, 11.05, 11.06, 11.09, 12.01B, 12.02, 12.05, 12.07B, 12.08, 15.01, 15.02B, 15.07C, 15.07D, 15.12, 18.04, 25.27A, 32.04A, 32.05A, 32.06A, 33.01A, 33.02A, 33.03A, 33.04B, 34.04A, 48.01A, 48.10, 90.19.

Second Schedule—Suspended Fiscal Entry

By deleting the rates of the suspended fiscal entry provided and the rate of suspended fiscal entry imposed in relation to the following items and substituting therefore the following new rates:

Related heading	Article	Suspended fiscal entry: Amount provided	Amount imposed
31.02	Ammonium sulphate	20%	20%
31.03	Triple superphosphate	20%	20%
31.05	Diammonium phosphate; Complex NPK	20%	20%
48.01A(2)	Paper and paperboard for the manufacture of corrugated paperboard	40%	20%
48.01A(3)	Paper, other	25%	5%
48.01B	Paperboard	25%	5%
48.05	Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets	25%	5%

Third Schedule—Exemptions from Fiscal Entry and Import Duty

a In Part A:

i By deleting item 2 (which provides for exemption on goods for the use of the Governments of Kenya, Tanzania and Uganda)

ii By deleting item 3 and substituting therefore the following new item:

3 *East African Community and the Corporations within the Community:*

Goods of the following description imported or purchased prior to clearance through Customs by the Community or a Corporation within the Community for its own use and not for resale or other disposition for any material consideration:

(a) railway locomotives and rolling stock and spare parts thereof
(b) ships of over 100 tons dead weight
(c) airplanes and airplane engines and spare parts there of
(d) lifting machinery (including fork lift trucks) and spare parts thereof
(e) telephone and telecommunications apparatus and machinery and spare parts thereof
(f) petroleum products.

b In Part B item 13 to read as follows: Sewing machines, industrial, including parts and specialised furniture therefore, imported.

Note: It is expected that the above changes will also apply to the Ugandan Customs Tariff when the Ugandan Finance Bill is published. **EDB ext. 471/472/473/462**

Dahomey

MERCURIAL VALUES: It has been announced that the mercurial values for certain articles applicable during 1972 have been temporarily reintroduced for 1973. **EDB ext. 172**

LIBYAN ARAB REPUBLIC

CENTRAL TENDERS BOARD

Council of Agricultural Development, Tarik El-Fath, Tripoli, Libya

The Central Tenders Board invites International Contractors to submit bids for the construction of 864 houses in the Kufra District.

Specifications and Conditions are obtainable against an unrefundable fee of 100 Libyan Dinars.

The closing date of this Tender is 20th July, 1973.

BRITISH HIGH COMMISSION OFFICES

LAGOS, NIGERIA

THE DEPARTMENT OF THE ENVIRONMENT

will shortly be inviting tenders from selected main contractors and nominated sub-contractors for this project which will include the following services to be carried out as nominated sub-contracts.

(a) ELECTRICAL ENGINEERING SERVICES
(b) AIR CONDITIONING SERVICES

Choice of the source of supply of most of the materials to be used in the project will be the responsibility of the main contractors and nominated sub-contractors, provided that the materials conform to the design requirements and the Specification. Contractors will, of course, make their choice mainly on normal commercial criteria of price and delivery times etc., subject to the articles meeting with the approval of the Superintending Officer.

Suppliers of British materials who wish to ascertain whether their products are suitable for incorporation in the project are invited to write to:-

PROPERTY SERVICES AGENCY
The Department of the Environment
(Contracts/E06)
Address Room B221, Whitgift Centre
Wellesley Road
CROYDON CR9 3LY

The closing date for enquiries is 30 July 1973

Literature from Material Suppliers whose products appear to be suitable will be forwarded to the selected tenderers.

Arrangements will be made for British materials for this project to be exempt from NIGERIAN import and customs duties.

Tanzania

NATIONALISATION: It was announced on June 20 that Bills will be presented to the Tanzanian Legislature for the acquisition of the following companies: Tanzanian Portland Cement Company and Aluminium Africa Ltd. **CRE ext. 2226**

Japan

TARIFF CHANGES: The Japanese authorities have announced the following tariff changes:

Reductions. With effect from April 1, 1973, the Japanese Ministry of Finance has introduced reductions on import duties on a number of items, supplementing the 20 per cent tariff reductions announced in Export Intelligence Service notice 275 of November 24, 1972.

Quota system. The tariff quota system has been abolished for:

BTN 25.02	Unroasted iron pyrites
25.04–2	Natural graphite—other

The system has been revised for the following:

BTN 23.01	Flours and meals of meat and fish unfit for human consumption
26.01–6	Molybdenum ore and concentrates
44.02	Wood charcoal agglomerated or not

Temporary duty rates. Temporary duty rates have been extended until March 31, 1974, on 187 items. They are not being renewed on the following:

BTN 09.10–2	Ginger
BTN 25.02	Iron pyrites
BTN 25.04–2	Natural graphite
BTN 17.01–1	Lump sugars, etc.

Tariff Temporary Measures Law—space development articles. Articles used for space development, such as artificial satellites and rockets for launching them, that may be difficult to make in Japan, are exempt from duty until March 31, 1975.

Liberalisation—Electronic digital calculators, diodes, transistors, etc. The Japanese Ministry of International Trade and Industry has announced that the following items have been liberalised from April 19, 1973:

BTN 84.52–1	Electronic digital calculating machines (excluding input-output typewriters and table type machines of storage capacity of less than 2,000 bits, without a self-contained printing mechanism and not designed to work in electrical connection with printing devices).
BTN 85.21–2	Diodes, transistors and similar semi-conductor devices, and integrated circuits with more than 99 but less than 200 elements. (Integrated circuits with less than 100 elements were liberalised earlier).

EDB ext. 420/475

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Australia

TARIFF BOARD (DUMPING) INQUIRY ON BLADES FOR SAFETY RAZORS: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961-65:

a whether blades for safety razors (tariff item 82.11.900) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

b whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form for cash securities will be imposed on July 12, 1973.

UK trade associations or firms intending to submit evidence to the Tariff Board should so advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1080/73 **CRE ext. 2318/2319**

New Zealand

CUSTOMS TARIFF INQUIRIES—HARD CHROMED STEEL BARS, WIRE ROPE GRIPS AND CLAMPS, BATHS: Details are given below of three inquiries to be held by the New Zealand Tariff and Development Board.

1 Hard chromed steel bars. Following receipt by the Minister of Customs of a report from the Energency Protection Authority on temporary protection for the New Zealand hard chroming industry producing hard chromed steel bars, the Minister notified the Board on May 24, 1973, that while the Authority had recommended the imposition of a temporary additional duty of 25 per cent ad valorem on imports of hard chromed steel bars of a diameter up to and including 3 inches, Government had decided, that the protective duties should be extended to cover all diameters. With effect from May 25, 1973, a new Tariff item 73.10.201 was created for 'Bars and rods, hard chromed' with rates of duty BP 25 per cent, MFN 30 per cent, GEN 50 per cent.

In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has requested the Board to undertake an inquiry and report on what form of permanent protection, if any, it considers to protect the New Zealand hard chroming industry against imports of hard chromed steel bars classified in Tariff item 73.10.201.

For the purposes of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, October 16, 1973, commencing at 10.30 a.m. Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Tuesday, September 25, 1973 (see Note below). Ref. CRE 1188/72

2 Wire rope grips and clamps. Following receipt by the Minister of Customs of a report from the Emergency Protection Authority on temporary protection for the New Zealand industry producing wire rope grips and clamps, the Minister notified the Board on May 24, 1973, that Government had accepted the recommendations of the Authority that a new item code be created in the 1973-74 Import Licensing Schedule to cover wire rope grips and clamps of Tariff item ex 73.40.499, with an allocation of 50 per cent of the value of imports of these goods in the 1971/72 licensing period.

The Authority also recommended that this temporary restriction effective from June 1, 1973, should remain in force until such time as the question of what permanent protection is necessary has been examined and reported upon by the Tariff and Development Board.

In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has requested the Board to undertake an inquiry and report on what form of permanent protection, if any, it considers necessary to protect the New Zealand industry against imports of wire rope grips and clamps classified in Tariff item ex 73.40.499.

For the purposes of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Thursday, October 18, 1973, commencing at 10.30 a.m. Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Thursday, September 27, 1973 (see Note below). Ref. CRE 1209/73

3 Baths. The Minister of Customs has asked the Board to undertake an inquiry into the goods listed below with the objective of providing Government with a basis for restructuring and updating the Tariff to establish, where possible, adequate rates of duty protection on the goods involved but with particular regard to the rates of duty to be applied to bath castings and bath pressings.

Tariff item	Goods
ex 39.07.399	Plastic baths
73.38.001	Baths and parts thereof, of iron or steel

This reference arises initially from a request to the Minister to reduce one of the rates of duty under the reference 10.8 Part II concession for cast iron bath castings of Tariff item 73.38.001.

For the purposes of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, September 18, 1973, commencing at 10.30 a.m. Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Tuesday, August 28, 1973 (see Note below). Ref. CRE 1225/73

Note. Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statements of May 7, 1973, by the Minister of Overseas Trade about the phasing out of British preferences from the New Zealand Tariff, and by the Minister of Trade and Industry about the interim New Zealand-Australia Trade Agreement 1973. Copies of these statements can be obtained from the Tariff and Development Board.

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706, and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. **CRE ext. 2321**

(continued on next page)

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NEW ZEALAND
continued

EMERGENCY PROTECTION AUTHORITY REPORT—MUSELETS: Copies of the following New Zealand Emergency Protection Authority report are available from Commercial Relations and Exports Division:

Tariff no.	Description
83.13	Stoppers, crown corks, bottle caps, capsules, bung covers, seals and plombs, case corner protectors and other packing accessories, of base metal:
	Other kinds:
83.13.031	Plain and unornamental

Ref. CRE 1209/73 **CRE ext. 2321**

DEFERMENT OF TARIFF AND DEVELOPMENT BOARD INQUIRY—RIVETS (tariff headings 83.09.024, 83.09.025 and 83.09.026): The public hearing set down for September 20 (see *Trade and Industry*, June 14, pages 494-7) has been postponed and will now take place on Thurdsay, October 11, 1973. The venue will be the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, and the hearing will commence at 10.30 a.m. The closing date for the receipt of representations is September 20, 1973. Ref. CRE 1195/72 **CRE ext. 2321**

Canada

TRANSFER INVOICES: The Canadian Department of National Revenue has issued a memorandum (D44-3) on the use and preparation of transfer invoices, which may be used where the Canadian resident has transferred ownership of imported goods, for example, to a manufacturer entitled to enter such goods under tariff items providing special rates for specified purposes. Copies are available. **EDB ext. 455/456/457**

United States

SEWAGE DISPOSAL UNITS ON BOATS: *Trade and Industry*, July 20, 1972, gave notification of the introduction of regulations for the performance standards of marine sanitation devices on ships and recreational boats. The United States Environmental Protection Agency (EPA) has now published proposed amendments to the regulations. The amendments also relate to the use of such devices on smaller craft. Comments are requested by the EPA by August 15, 1973. Details are available. **CRE ext. 2647**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CRE Commercial Relations and Exports Divisions
Department of Trade and Industry
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade and Industry
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

DIAGNOSTIC X-RAY SYSTEMS—*Trade and Industry*, August 31, 1972, announced that regulations on the emission of X-radiation from diagnostic X-ray systems would come into effect on August 15, 1973. Following a number of requests from X-ray equipment manufacturers and the US National Electrical Manufacturers Association, the effective date has been changed to August 1, 1974. (FR 12.6.73) **EDB ext. 455/456**

Panama

DUTY CHANGES: The Panamanian authorities have announced changes in the import tariff as follows:

Agricultural pumps—duty exemption—Law 28 of May 8, 1973, provides for the duty-free importation of agricultural pumps for liquids, falling under tariff heading 716.01.99.

Animals for breeding—duty exemption—Law 30 of May 8, 1973 amends tariff heading 001.09.01 to read:

> 'Other live animals of selected breed, for breeding purposes, provided it is proved, by means of a certificate of register issued by an officially recognised association and checked by the Ministry of Agricultural Development (MIDA) . . . Free of duty.'

Baby food and dietetic milk products—surcharge reduced—Law 29 of May 8, 1973, reduces the import surcharge on tariff heading 029.09.01 (infant foods and other dietetic milk products) from 6 per cent to 3½ per cent of the fob value.

Duty-free goods—surcharge removed. Law 36 of May 8, 1973 removes the import surcharge of 6 per cent *ad valorem* fob on all goods which are imported free of import duty.

Ladies' stockings—Law 31 of May 8, 1973, introduces the following heading in the customs tariff:

Tariff no.	Description	Import duty
841.01.09	Ladies' long stockings, including pantie-hose	Balboas 10.00 per kilo gross

EDB est. 474/476/7312

METRIC SYSTEM ON SCALES: Panamanian Ministry of Commerce and Industry Resolution 113 of May 9, 1973, requires that from May 1, 1974, the markings on scales and weighing machines must be in kilograms. **EDB ext. 474/476/7312**

Colombia

PRIOR IMPORT DEPOSITS: A spokesman for the Colombian Monetary Board announced that from June 15, 1973 prior import deposits would no longer be required. However the 10 per cent deposit introduced by Colombian Monetary Board Resolution 21 (1973), which is made in order to obtain an exchange permit, would be increased. No further information is available at present. **EDB ext. 474/476/7312**

Paraguay

CERTIFICATES OF ORIGIN: The Paraguayan Ministry of Foreign Affairs has stated that the local Ministry of Industry and Commerce is the Government Department responsible for the issue of certificates of origin covering Paraguayan exports coming under the generalised scheme of preferences. **CRE ext. 2287**

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, Decision and Directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Fruit and vegetables. Regulation (EEC) No. 1614/73 fixing the reference prices for table grapes for the 1973 marketing year. (*Official Journal* No. L162, June 19, 1973)

Regulation (EEC) No. 1615/73 fixing the reference prices for peaches for the 1973 marketing year. (*Official Journal* No. L162, June 19, 1973)

Regulation (EEC) No. 1616/73 fixing the reference prices for plums for the 1973 marketing year. (*Official Journal* No. L162, June 19, 1973)

Regulation (EEC) 1624/73 fixing the maximum withdrawal price levels for tomatoes grown under glass for the 1973/74 marketing year. (*Official Journal* No. L163, June 20, 1973)

Regulation (EEC) 1634/73 on detailed rules for the application of Article 4b of Regulation (EEC) No. 974/71 to fruit and vegetables. (*Official Journal* No. L164, June 21, 1973)

Milk and milk products. Regulation (EEC) No. 1584/73 amending the Annexes to Regulations (EEC) Nos. 1053/68 and 1054/68 as regards the conditions for the admission of certain cheeses to certain tariff headings. (*Official Journal* No. L158, June 15, 1973)

Regulation (EEC) No. 1635/73 fixing the special levies applicable to New Zealand butter and cheese imported into the United Kingdom under Protocol No. 18. (*Official Journal* No. L164, June 21, 1973)

Cattle, beef and veal. Directive 73/132/EEC on the statistical surveys to be carried out by the Member States on bovine livestock, on forecasts on the availability of bovine animals for slaughter and on statistics on slaughtered bovine animals. (*Official Journal* No. L153, June 9, 1973)

Seeds. Decision 73/141/EEC authorising the Italian Republic to allow the marketing of 'certified seed, 2nd generation' of the variety of rice 'Rosa Marchetti', subject to reduced requirements, until June 30, 1973 inclusive. (*Official Journal* No. L153, June 9, 1973)

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* No. L158, June 15, 1973, contains the text of Decision 73/144/EEC authorising the French Republic not to apply Community treatment to garments and articles of textiles other than cotton, falling within headings ex 60.05, ex 61.01, ex 61.02 and ex 61.03 of the Common Customs Tariff, originating in South Korea and in free circulation in the other Member States.

The *Official Journal* No. L158, June 15, 1973, contains the text of Decision 72/145/EEC authorising the Italian Republic not to apply Community treatment to woven fabrics of raw silk falling within heading no. ex 50.09 of the Common Customs Tariff, originating in the People's Republic of China and in free circulation in the other Member States.

The *Official Journal* No. L164, June 21, 1973, contains the text of Regulation (EEC) No. 1626/73 subjecting to authorisation the importation into Italy of tape recorders from third countries. This amends the scope of Regulation (EEC) No. 1060/73 published in the *Official Journal* No. L121, May 8, 1973. **EDB ext. 7174/408**

COMMERCIAL POLICY: EXPORT QUOTAS: The *Official Journal of the European Communities* No. L164, June 21, 1973, contains the text of Regulation (EEC) No. 1627/73 fixing the Community quantitative export quota for certain types of copper ash and residues and for certain types of copper, aluminium and lead waste and scrap.

Further information: Department of Trade and Industry, Export Licensing Branch, Norman Shaw North Building, Victoria Embankment, London SW1A 2JB **(tel: 01-930 4349 ext. 570).**

FUEL AND ENERGY POLICY—CORRECTION: *Trade and Industry*, June 14, 1973 (page 499), contained a notice about a number of EEC Regulations affecting the Fuel and Energy sectors. The last three lines of this notice should be replaced by the following:

Further information: Department of Trade and Industry, Thames House South, Millbank, London SW1P 4QJ (tel: 01-222 7000):

Gas Division	ext. 1467
Oil Policy Division	ext. 1150
Electricity Division	ext. 2147.

SPECIAL RELATIONS AGREEMENTS: *Trade and Industry*, March 22 and March 29, 1973, contained notices about the texts of the Special Relations Agreements between the EEC and Austria, Switzerland, Sweden, Portugal and Iceland and of a number of Regulations and related documents concerning certain provisions in these Agreements. The *Official Journal of the European Communities* No. L160 dated June 18, 1973 contains the texts of further Regulations and related documents as follows:

EEC/Austria. Regulation (EEC) No. 1557/73 on the application of certain Decisions on customs matters taken by the Joint Committee set up under the Agreement between the European Economic Community and the Republic of Austria.

Annex I. Decision of the Joint Committee No. 3/73 laying down the methods of administrative co-operation in the customs field for the purpose of implementing the Agreement between the European Economic Community and the Republic of Austria.

Annex II. Decision of the Joint Committee No. 4/73 on Protocol No. 3 concerning the definition of the concept of 'originating products' and methods of administrative co-operation.

Annex III. Decision of the Joint Committee No. 5/73 concerning movement certificates A.OS.1 and A.W.1 contained in Annexes V and VI to Protocol No. 3.

Annex IV. Decision of the Joint Committee No. 6/73 supplementing and amending Protocol No. 3 on the definition of the concept of 'originating products' and methods of administrative co-operation.

Annex V. Decision of the Joint Committee No. 7/73 on goods which are en route on April 1, 1973.

Annex VI. Decision of the Joint Committee No. 8/73 on A.W.1 certificates contained in Annex VI to Protocol No. 3.

EEC/Portugal. Regulation (EEC) No. 1558/73 on the application of certain Decisions on customs matters taken by the Joint Committee set up under the Agreement between the European Economic Community and the Portuguese Republic.

Annex I. Decision of the Joint Committee No. 3/73 laying down the methods of administrative co-operation in the customs field for the purpose of implementing the Agreement between the European Economic Community and the Portuguese Republic.

Annex II. Decision of the Joint Committee No. 4/73 on Protocol No. 3 concerning the definition of the concept of 'originating products' and methods of administrative co-operation.

Annex III. Decision of the Joint Committee No. 5/73 concerning movement certificates A.P.1 and A.W.1 contained in Annexes V and VI to Protocol No. 3.

Annex IV. Decision of the Joint Committee No. 6/73 supplementing and amending Protocol No. 3 on the definition of the concept of 'originating products' and methods of administrative co-operation.

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all business reprinted from 'Trade and Industry'

'Britain and the EEC', revised in September 1972, includes an explanation of the transitional arrangements for industrial tariffs, a summary of DTI sources of assistance in developing exports to the enlarged Community and an important article about the secondary legislation of the EEC. An article summarising the provisions of the free trade agreements signed between the EEC and certain EFTA countries has also been included.

'Britain and the EEC' is a continuing series and a number of articles have appeared since the publication of the booklet. These are:

Company law provisions of the European Communities Act.
Europe for small firms: The first impact.
Anti-dumping and the EEC.
Fair competition in the EEC: notification of restrictive agreements.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries are gearing themselves for the enlarged European Community. These firms which are situated all over Britain have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and roadsweepers. Some have anticipated entry for several years and are now consolidating their position. Others are turning their attention to Community markets for the first time, or are preparing a big push to gain a firmer foothold.

The principal benefits each firm most looks forward to also differ. Some look to the opening up of new markets with the removal of prohibitive tariffs. Others to opportunities for volume production for a mass market or to opportunities for expansion and specialisation. Some anticipate psychological benefits which would make their products more acceptable and less 'foreign'.

But all the firms have one thing in common—the conviction that the enlarged Community holds new and exciting opportunities for them and that success will not come to him who waits but to him who makes careful preparation.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877, ext. 3591 for publications; extensions 2377, 3579, 2479 or 2480 for questions on EEC matters.

Annex V. Decision of the Joint Committee No. 7/73 on goods which are en route on April 1, 1973.

Annex VI. Decision of the Joint Committee No. 8/73 on A.W.1 certificates contained in Annex VI to Protocol No. 3.

EEC/Sweden. Regulation (EEC) No. 1559/73 on the application of certain Decisions on customs matters taken by the Joint Committee set up under the Agreement between the European Economic Community and the Kingdom of Sweden.

Annex I. Decision of the Joint Committee No. 3/73 laying down the methods of administrative co-operation in the customs field for the purpose of implementing the Agreement between the European Economic Community and the Kingdom of Sweden.

Annex II. Decision of the Joint Committee No. 4/73 on Protocol No. 3 concerning the definition of the concept of 'originating products' and methods of administrative co-operation.

Annex III. Decision of the Joint Committee No. 5/73 concerning movement certificates A.S.1 and A.W.1 contained in Annexes V and VI to Protocol No. 3.

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Annex V. Decision of the Joint Committee No. 7/73 on goods which are en route on April 1, 1973.

Annex VI. Decision of the Joint Committee No. 8/73 on A.W.1 certificates contained in Annex VI to Protocol No. 3.

EEC/Swiss Confederation. Regulation (EEC) No. 1560/73 on the application of certain Decisions on customs matters taken by the Joint Committee set up under the Agreement between the European Economic Community and the Swiss Confederation.

Annex I. Decision of the Joint Committee No. 3/73 laying down the methods of administrative co-operation in the customs field for the purpose of implementing the Agreement between the European Economic Community and the Swiss Confederation.

Annex II. Decision of the Joint Committee No. 4/73 on Protocol No. 3 concerning the definitions of the concept of 'originating products' and methods of administrative co-operation.

Annex III. Decision of the Joint Committee No. 5/73 concerning movement certificates A.CH.1 and A.W.1 contained in Annexes V and VI to Protocol No. 3.

Annex IV. Decision of the Joint Committee No. 6/73 supplementing and amending Protocol No. 3 on the definition of the concept of 'originating products' and methods of administrative co-operation.

Annex V. Decision of the Joint Committee No. 7/73 on goods which are en route on April 1, 1973.

Annex VI. Decision of the Joint Committee No. 8/73 on A.W.1 certificates contained in Annex VI to Protocol No. 3.

Further information. From January 1, 1973, the *Official Journal of the European Communities* has been available in English and may be obtained from HMSO. The authentic English texts of the Agreements between the EEC and Austria, Sweden, the Swiss Confederation, Iceland and Portugal are now available in the 'Special Edition' series of the *Official Journal of the European Communities* and may also be obtained from HMSO. One volume contains the Austrian, Swedish and Swiss Agreements together with those Regulations and related documents which were originally published, in French, in the *Official Journal* No. L300 and another the Agreements with Iceland and Portugal with the Regulations and related documents published in the *Official Journal* No. L301, both dated December 31, 1972. Readers are therefore requested to specify which Agreement they require when ordering from HMSO.

Inquiries on this and the earlier notices referred to above should be addressed to:

General information: Department of Trade and Industry, Commercial Relations and Exports Division 3, **(tel: 01-222 7877)**

Austria	ext. 2338/2339
Sweden	ext. 2305
Denmark	ext. 3015
Iceland	ext. 3015
Portugal	ext. 2340/2341
Switzerland	ext. 2340/2341

Origin Rules: Tariff Division, DTI, **(tel. 01-222 7877 ext. 2713/2750).**

Current rates of duty and levies—except UK: Export Services Division, DTI, OTAR Section, **(tel. 01-248 5757 ext. 458/459/460/461)** for exports to Austria, Sweden, Iceland, Portugal, Switzerland. Ext. 7174/408 for exports to France, Germany, Belgium, Luxembourg, Netherlands, Italy and Denmark. Ext. 466/467 for exports to the Irish Republic.

Documentation: Customs and Excise, **(tel. 01-626 1515 ext. 2412/2385)**

Import levies into the UK: Ministry of Agriculture, Fisheries and Food, **(tel. 01-839 7711 ext. 641).**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973, contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The text of the following notice reimposing the Common Customs Tariff Duties on certain

(continued on next page)

of these products has been published in the *Official Journal of the European Communities:*

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
NOTICE				
67.04	Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hairnets)	Hong Kong	June 9, 1973	2761/72
85.01	Electrical goods of the following descriptions; generators, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors: A Generators, motors (whether or not equipped with speed reducing changing or step-up gear) and rotary converters: II Other	Yugoslavia	June 9, 1973	2761/72
85.21	Thermionic, cold cathode and photocathode valves and tubes (including vapour or gas-filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted piezo-electric crystals; diodes, transistors and similar semiconductor devices; electronic microcircuits: D Diodes, transistors and similar semi-conductor devices; electronic microcircuits E Parts	Hong Kong	June 9, 1973	2761/72
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including coaxial cable), whether or not fitted with connectors	Yugoslavia	June 9, 1973	2761/72
94.01	Chairs and other seats (other than those falling within heading no. 94.02), whether or not convertible into beds, and parts thereof: B Other	Yugoslavia	June 9, 1973	2761/72

(*Official Journal* No. C40, June 9, 1973

EDB ext. 7174/408

EEC information—Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:

HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE Tel: 01-626 1515

		Ext.
Community Transit	European Communities Division—Unit 1	2561/2565
	General inquiries	
	traders A-F	2263
	traders G-N	2561
	traders O-Z	2263
European Communities—general inquiries	European Communities Division—Unit 3	3055
EEC Free Trade Agreements with EFTA countries	International Division —Unit 2	2385/2165
EEC Mediterranean agreements, Anglo-Danish free trade arrangements	International Division —Unit 3	2165
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Division —Unit 3	2504
Compensatory levies	Import Duties— Section 8	2375/2343 2143/2174
Copies of articles on customs preferences, public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

Tariff quotas for certain wines from Portugal

AN ORDER, which came into operation on July 1, 1973, has been made providing for implementation and administration of the United Kingdom's shares of tariff quotas to be opened on that date by the European Economic Community for certain wines originating in Portugal, up to December 31, 1973.

The Regulations, which were approved by the Council of the European Communities on June 18 1973, provide for initial United Kingdom shares as follows:

Port in containers holding more than 2 litres—ie "bulk"	62,210 hectolitres
Port in containers holding 2 litres or less ie "in bottle"	1,020 hectolitres
Madeira	1,600 hectolitres
Setubal muscatel	530 hectolitres

There is provision in the Regulations for the United Kingdom, as for other Member States, to draw additional shares from the Community reserves where 90 per cent of the initial shares are exhausted and to make further similar drawings on the reserves if the earlier drawings are themselves exhausted, until the reserves are used up. There is also provision for returning a proportion of the initial share if this is unused by 10 October. The Regulations have not yet, but will soon, be published in the *Official Journal of the European Communities.*

The Order—the Customs Duties (Quota Relief) (Portugal) Order 1973—specifies the reduced rates of duty applicable within the quotas, as set out below.

Qualifying imports will be debited against the United Kingdom's shares of the quotas in the order in which they are entered with Customs for home use; (this includes goods removed from Warehouse).

The Criteria of Portuguese origin are as set out in the Agreement signed on July 22, 1972 between the EEC and Portugal. Customs Notice 810 gives details.

(Customs Notice 771 gives information on the administration of Tariff Quotas and inquiries should be directed to any office of HM Customs & Excise.) Copies of the Order will be available from HMSO, 49 High Holborn, London WC1, or by post from HMSO, PO Box 569, London SE1.

Tariff sub-heading	Description of Goods	Rates of duty within quota
22.05(C)(III)(a)(1)	Port, Madeira and Setubal muscatel of an actual alcoholic strength exceeding 15° [26.2° proof] but not exceeding 18° [31.5° proof] with a registered designation of origin, in containers holding 2 litres or less	£1.975 per gallon
22.05(C)(III)(a)(2)(aa)(11)	Port, Madeira and Setubal muscatel of an actual alcoholic strength exceeding 15° [26.2° proof] but not exceeding 18° [31.5° proof] with a registered designation of origin, in containers holding more than 2 litres, not in bottle	£1.875 per gallon
22.05(C)(III)(a)(2)(aa)(22)	Port, Madeira and Setubal muscatel as described in the entry immediately above but in bottle	£1.975 per gallon
22.05(C)(IV)(a)(1)	Port, Madeira and Setubal muscatel of an actual alcoholic strength exceeding 18° [31.5° proof] but not exceeding 22° [38.4° proof] with a registered designation of origin, in containers holding 2 litres or less	£1.975 per gallon
22.05(C)(IV)(a)(2)(aa)(11)	Port, Madeira and Setubal muscatel, of an actual alcoholic strength exceeding 18° [31.5° proof] but not exceeding 22° [38.4° proof] with a registered designation of origin, in containers holding more than 2 litres not in bottle	£1.875 per gallon
22.05(C)(IV)(2)(aa)(22)	Port, Madeira and Setubal muscatel as described in the entry immediately above but in bottle	£1.975 per gallon

Note

Tariff quotas provide for the import of specified amounts of relevant goods at suspended or reduced tariff rates. Any such goods imported in excess of a tariff quota are chargeable at the normal rate. Tariff quotas do not in themselves constitute any quantitative restriction on imports.

Arrangements for licensing exports to third countries of copper, lead and aluminium scrap: effect of accession to the EEC

REGULATION (EEC) 1627/73 established quotas for exports in 1973 of copper, lead and aluminium scrap from the European Communities to third countries.

In order that the tonnages allocated to the UK under this system may be distributed among exporters, applications will be considered for exports of the following materials:

(1) copper ashes and residues (Tariff heading ex 26.03) up to a maximum of 100 tonnes per licence;
(2) copper and copper alloy scrap (Tariff heading ex 74.01) up to a maximum of 20 tonnes per licence;
(3) aluminium scrap (Tariff heading ex 76.01) up to a maximum of 20 tonnes per licence;
(4) lead scrap (Tariff heading ex 79.01) up to a maximum of 20 tonnes per licence.

Initially, licences for copper ashes and residues will be restricted to copper scale and those for copper and copper alloy scrap to:

(a) enamelled copper hair wire and
(b) contaminated nickel silver in the form of:
  (i) cutlery or tableware contaminated by plating or solder; or
  (ii) electrical contacts, springs and valves contaminated by solder.

Applications should include details of type, value and destination and should be received in Export Licensing Branch, Department of Trade and Industry, Norman Shaw North Building, Victoria Embankment, SW1A 2JB by July 10, 1973. Any received after that date may be too late for inclusion in the quota allocation.

Subject to UK supply requirements, if any quota is undersubscribed, all applications will be granted but if the tonnage for any material applied for exceeds the quota ceiling, then the quota will be divided among applicants.

Individual licences issued will be valid from July 25, and the Open General Licence dated December 17, 1969 covering copper scrap and metallic residues has been revoked and the Open General Licence dated December 20, 1972, authorising exports of certain non-ferrous metals to the European Communities has been revised to enable exports of the above materials to the Communities to be continued.

The texts of the Revocation of Export Licence and the Open General Licence are given below.

REVOCATION OF EXPORT LICENCE—COPPER SCRAP AND METALLIC RESIDUES

The Secretary of State in exercise of power conferred by Article 10 of the Export of Goods (Control) Order 1970[a] and now vested in him [b], hereby revokes the Open General Export Licence relating to copper scrap and metallic residues granted by the Board of Trade on December 17th 1969.

This Instrument shall come into operation on July 25, 1973.

F. W. Glaves-Smith
An Under Secretary
June 25, 1973. Department of Trade and Industry.

(a) S.I. 1970/1288 (1970 III, p. 4270).
(b) S.I. 1970/1537 (1970 III, p. 5293).

EXPORT LICENCE—NON-FERROUS METALS

Open General Export Licence dated June 25, 1973 granted by the Secretary of State

THE Secretary of State, in exercise of powers conferred by Article 5 of the Export of Goods (Control) Order 1970[a] and now vested in him[b], hereby grants an Open General Export Licence authorising the exportation from the United Kingdom to any destination in any other Member State of the European Economic Community of the following metals referred to in Group 5 of Schedule 1 to the said Order:

1. Aluminium.
2. Coins.
3. Copper
4. Lead and alloys containing 50 per cent or more lead.
5. (1) Metallic residues in the form of copper scale.
   (2) Other metallic residues and metallic waste except ex 26.03 Ash and residues containing copper.
6. Ferro-nickel and nickel melting base.
7. (1) Scrap and old metal being:
   (a) enamelled copper hair wire, or
   (b) contaminated nickel silver in the form of:
     (i) cutlery or tableware contaminated by plating or solder; or
     (ii) electrical contacts, springs and valves contaminated by solder.
   (2) Other scrap and old metal except:
   (a) 73.03 Iron and steel scrap,
   (b) ex 74.01 Copper scrap,
   (c) ex 76.01 Aluminium scrap,
   (d) ex 78.01 Lead scrap.
   (e) Scrap containing 60 per cent. or more niobium or tantalum,
   (f) Scrap containing 70 per cent or more titanium.
8. Zinc and alloys containing 50 per cent or more of zinc.

Numerical references listed above are to headings of the Customs Tariff 1959[c] and accordingly:

(a) where any such reference is preceded by the word "ex" the relevant entry shall be taken to comprise all goods which would be classified under an entry in the same terms constituting a subheading in the relevant heading; and
(b) the other entry shall be taken to comprise all goods which are classified in the heading mentioned at the beginning of the entry.

The Secretary of State pursuant to Article 10 of the said Order hereby revokes the Open General Export Licence relating to non-ferrous metals granted by him on December 20th 1972.

This Instrument shall come into operation on July 25, 1973.

F. W. Glaves-Smith.
An Under Secretary
June 25, 1973 Department of Trade and Industry

(a) S.I. 1970/1288 (1970 III, p. 4270). (b) S.I. 1970/1537 (1970 III, p. 5293)
(c) S.I. 1971/1971 (1971 III, p. 5330).

Inquiries about this notice should be addressed to the Department of Trade and Industry, Export Licensing Branch at the address given above (tel. 01-930-4349, ext. 563) who will also provide copies of the Open General Licence and the Revocation on request.

Mr. Y. Ikeda (left), recently appointed president of Mitsui and Co. Ltd., the second largest of Japan's giant trading companies, being greeted at the Department of Trade and Industry by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. In the centre is Mr. S. Aoki, Mitsui's London manager. Mr. Ikeda visited London to attend a conference of Mitsui's general managers in Europe.

Consumers, dealers, manufacturers and the law

Sir Geoffrey Howe on future prospects

THE considerable scope for innovation in the field of consumer legislation was outlined by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, when he spoke at the annual meeting of Justice (the British section of International Jurists) in London on June 26.

'The consumer is the man from the Clapham omnibus, gone shopping,' said Sir Geoffrey. 'More probably in fact the consumer is the woman in the Clapham supermarket. The real point is that we are all, from time to time, to be identified in our capacity as consumers. And the features which distinguish us in that capacity are probably these: lack of information, lack of expertise, lack of experience, lack of economic resources and lack of guile.

'The task of the law-maker who is charged with responsibility for considering the position of the consumer in a commercial world is to see that the system of law, substantive and procedural, is so designed that it holds a fair and reasonable balance between the parties. It is a question of finding the right balance. But that is, inevitably, a more complex business than it used to be. The market is more technologically sophisticated, and often more monopolistically organised. And the consumer has more to spend. He stakes, very often, a larger sum of money on each consumer transaction. So the consumer often has more to lose in a more difficult economic environment.

'How far are measures already taken or in prospect helping to redress the balance so that commercial interests and the consumer share between them in reasonable proportion the risks and liabilities as well as the profits and pleasures inherent in a consumer transaction?

The Supply of Goods (Implied Terms) Act came into operation last month. Henceforth on a consumer sale any terms purporting to exclude the operation of the statutory conditions and warranties implied by Sections 12-15 of the Sale of Goods Act are totally void.

'But it was, of course, clear that if the consumer's rights could not be excluded by the seller, then the retailer would be left holding an impossibly heavy liability if freedom of contract were allowed in all business sales. For many business buyers, such as small retailers, are in a weak bargaining position in relation to their suppliers and might themselves be forced to accept unfair exclusion clauses. The most equitable solution to this difficulty seemed to be to give business buyers the right to challenge exclusion clauses in cases where they considered them to be unreasonable. This provides a means of passing the liability for defective goods back along the chain of distribution to the point where it belongs—usually the manufacturer, although clearly not in every case.

Anticipation

'Many manufacturers and dealers have already anticipated the legislation. I hope that other traders will follow suit by deleting exclusion clauses, which though void in law may still mislead a consumer as to his rights. If they do not do so, then the Director General of Fair Trading will be able to take action to proscribe the continued (although legally pointless) use of exclusion clauses.

'At the same time many manufacturers are also reviewing the conditions under which they supply goods to their dealers. Clearly if manufacturers cease to exclude the implied rights of their dealers, the dealers, who are obliged to abide by the letter of the Supply of Goods Act will be encouraged to abide by the spirit of it too, with obvious benefit to consumers.

'The Act does not however deal with the problem of exclusion clauses for the supply of services. This is, in important respects, a different problem. This is why it is being separately studied by the Law Commissions. Some time ago the Commissions circulated widely for comment a comprehensive working paper setting out their preliminary views. Their study of this matter is now well advanced. The Government will then consider as urgently as possible what further measures are needed to achieve a similar balance of rights between consumers and suppliers of services as the Supply of Goods Act has brought about in the sale of goods.

Risks

'Rules of law of this kind involve an allocation of risks and therefore of costs as between the consumer to the seller, and thence to the manufacturer via the distribution chain. This adjustment can be supported on two main grounds:

> First, that the consumer is entitled to receive goods that are of reasonably quality and utility. Those who receive money from the public in exchange for consumer goods can be required to meet reasonable standards, regardless of fault.
>
> Secondly, that those who profit from the public by way of business are generally best placed to bear the risk and costs of defective products.

'From a purely economic point of view the redistribution of risk from buyer to seller entails only a shift in costs and not their creation. Ultimately the manufacturer controls the overall costs to the economy caused by defective products. The public through the normal functions of the market will eventually pay in one form or another whether the goods produced are shoddy or excellent. Legislation of the kind we are discussing is designed in fact to encourage the production of quality goods by enabling consumers to shift some of the costs that fall on them as individuals on to those who are in a position to take effective steps to control them, the manufacturers and distributors.

'In the Consumer Credit Bill, which we will be introducing quite shortly we intend to make the lender liable, concurrently with the retailer, for defects in goods and services bought with loans directly connected to their sale but giving him a statutory indemnity against the seller.

'Notwithstanding all the changes that I have been dis-

cussing the concept of the retailer's primary liability is still a hallowed tenet of consumer law. Yet it has often been pointed out that in modern marketing the manufacturer and not the seller has the dominant role. It is the manufacturer who is responsible for introducing a product and in most cases for creating the consumer demand for it by continuous advertising. The retailer is little more than a link in this chain. The manufacturer endows the goods with their characteristics.

'He decides on the type of material and components that are used and he establishes the quality control mechanism. It is also the manufacturer who determines what express guarantees if any should be given to the consumer and it is the manufacturer who is usually responsible for the availability of spare parts and back-up servicing facilities. Almost all the consumer's knowledge about the goods he buys is obtained from the promotional literature and informative labelling which accompanies the goods for which the manufacturer is responsible.

'Is it reasonable, therefore, that the seller alone should be responsible to the buyer for the quality of workmanship and the standards of control exercised by the many different firms whose goods he sells? Indeed in some respects the small retailer may have an even weaker bargaining position against a manufacturer than his own customers have in relation to him.

Sign of the times

'It is perhaps a sign of the times that the Ontario Law Reform Commission have recommended that the seller's liabilities should be accompanied by a parallel legal liability on the manufacturer.

'It is too early to say whether we should wish in this country to move in this direction. But the Supply of Goods (Implied Terms) Act places the retailer in a stronger position against the manufacturer by allowing him to challenge any unreasonable exclusion clause—the test of reasonableness being buttressed by guidelines for the court's assistance. Any more extensive change that might be proposed will obviously deserve careful consideration.

'If the law is to be effective as a risk-distributing agency the consumer should be aware of his rights and be able to secure them. Broadly speaking there are two ways to help the consumer over problems arising from lack of information. First, the framework of the criminal law within which business must operate can safeguard the consumer from abuse by prohibiting commercial practices detrimental to his interests and imposing sanctions. The consumer's lack of knowledge can also be remedied by consumer education.

'Valuable help is already given by bodies like the Consumer's Association which inform and champion the consumer's interest. At the grass roots level the National Federation of Consumer Groups provide advice and help of a general and non-legal character and so also do the Citizens Advice Bureaux, local advice centres and in some areas comprehensive centres like the one recently opened at Paddington. The objective of the Government in this field is to encourage the development of a comprehensive and national network of centres to which every citizen can have access.

Leading part

'Local authorities will have the leading part to play in this process by virtue of the powers conferred on them by the 1972 Local Government Act. The Government's proper role is to influence and guide developments and my Department is currently in close touch with all the bodies concerned in this field.

'It is obviously important to see that these developments are effectively co-ordinated with the extension of legal advice that will follow from the introduction of the £25 scheme, and, in due course, the implementation of Part II of last year's Legal Advice and Assistance Act.

'Just over a year ago a number of changes were made in the county court rules which make it easier for consumer claims to be heard in the county court system. The new rules also provide that legal costs may not be recoverable when a claim is £20 or less. This is an important step.

'I realise, of course, that it can be argued that the limit, to be realistic, should be higher. For this is an important way of opening up the courts for small claims, by lessening fears that heavy costs may be incurred if the case is lost. A further important innovation is that small claims can now be brought by default action in the same way as a claim for debt. More recently we have taken steps to provide for a consumer arbitration service within the framework of the existing County Court system.

'These changes should make it possible for consumer claims (amongst others) to be disposed of informally within the existing County Court system without a public hearing, formal pleadings or the rigid application of rules of evidence. I believe that this is a better approach to the important problem of small claims than to set up a new and entirely separate system of small claims courts.'

Consumer Safeguard Group's report on 'Value for money in metric'

'VALUE for money in metric', the report of the Metrication Board's Consumer Safeguards Group, was published on June 28. A brief summary of the Report was published in last week's *Trade and Industry* (page 611). The group's conclusions are as follows:

(1) The most effective way of helping consumers would be to take all the necessary steps to keep the period of transition to metric in shops as short as practicable. (*Paragraph 3.2*)

(2) Industries producing consumer goods should establish agreed programmes and timetables for change which should be linked to well publicised timetables for the changeover in retail trade. Programmes should specify a short implementation period at the point of sale after which metric measures would be the normal trading units. (*Paragraph 3.3*)

(3) An orderly change to metric in retail trade as a whole will not be attainable unless a future date is laid down after which all retail transactions would have to be conducted in metric. (*Paragraphs 3.1* and *3.3*)

(4) The Metrication Board should provide and make generally available price comparison wall charts in a standard form and should consider ways of ensuring that they are displayed in shops. (*Paragraphs 3.6* and *3.7*)

(5) The Metrication Board should provide an advisory service to manufacturers and distributors on the contents of comparison tables and charts. (*Paragraphs 3.7* and *3.11*)

(6) The Metrication Board should provide and make generally available free of charge a shopper's aid, suitable for the handbag or

(*continued on page 29*)

The metric change

Going Metric is the quarterly bulletin of the Metrication Board As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Officer J, Metrication Board, 22 Kingsway, London WC2B 6LE.

CONSUMER SAFEGUARD GROUP

continued

pocket, giving simple conversion tables and some conversion factors. The provision of elaborate and costly forms of consumer aids would not be justified to deal with a transitional situation. (*Paragraphs 3.5* and *3.12*)

(7) Dual marking, already widely used, is helpful to consumers during the transition. The Department of Trade and Industry should as a matter of urgency devise clear guidelines for manufacturers and distributors covering format and presentation of dual marking. The need for this already exists. (*Paragraphs 3.13, 3.15* and *3.16*)

(8) The Department of Trade and Industry should, at an early date, seek an amendment to the Weights and Measures Act which would enable them after due consultation to terminate dual marking. (*Paragraph 3.14*)

(9) The Department of Trade and Industry should in the interest of consumers use its powers to ensure standardisation by producers of the metric units used to describe the quantity of a particular product. The Department should likewise require the use of an approved system of presenting the quantities and of approved abbreviations and should as a matter of urgency publish guidance on the conversion from imperial to metric quantities, and vice versa, for trading purposes. (*Paragraphs 3.15* and *3.18*)

(10) The Metrication Board should ensure that the Department of Trade and Industry's guidance on the use of metric units and approved abbreviations and on the format of dual marking is widely known. (*Paragraph 3.18*)

(11) Unit pricing by retailers is useful for making value comparisons between packaged goods not packed in standard quantities. Where retailers, to help shoppers to compare values of metric and imperial packs, decide to provide unit pricing it should be based on standard metric quantities. (*Paragraph 3.22*)

(12) The Metrication Board should consider commissioning research into the usefulness of unit pricing as an aid to consumers in judging value for money during the metric change and how consumers could be helped to make use of this form of aid. (*Paragraph 3.24*)

(13) Prescribed quantity packaging is the most direct way of enabling consumers to judge value for money. It will be simpler once the change to metric is established but during the transition there is need to help consumers compare the value of imperial with metric packs. Consumers can be helped by comparison charts. Where it is practicable they can also be helped by the provision by manufacturers and distributors of small price comparison tables on individual packs. (*Paragraph 3.10*)

(14) Manufacturers and distributors of non-prescribed quantity goods intending to pack their goods in round metric quantities should consider adopting the metric ranges to be used for prescribed quantity goods. (*Paragraph 3.28*)

(15) The Metrication Board should as a matter of urgency commission work on a design for a distinctive metric mark to be used to denote metric quantity packs and for other purposes. The Metrication Board and Government Departments should seek to secure the agreement of manufacturers and distributors on the use of the distinctive metric mark. (*Paragraphs 3.32* and *3.33*)

(16) Consumers will be greatly helped if the Metrication Board could arrange for an effective local question and answer service to be provided. Voluntary organisations and Trading Standards Officers can provide the basis for this service but consideration should be given by the Metrication Board to ways in which their efforts could be supplemented by an on-the-spot service. (*Paragraph 3.36*)

(17) The Metrication Board, should, in consultation with the specialist organisations concerned, press forward with identifying and meeting any problems which might arise for groups which include some elderly people, the blind and some other disabled members of the community who may require special aids. (*Paragraph 3.37*)

(18) The Metrication Board must have adequate resources to meet the developing needs of consumers during the metric change and to be able to respond promptly to needs which call for aids or information. The Board should encourage and assist the press, television and radio to increase the awareness and understanding of the general public in the metric change. A principal objective of this information effort should be to restore consumers' confidence in their ability to judge value for money. (*Paragraphs 1.7, 3.35* and *3.38*)

How the Price Commission controls price changes

AN explanation of the scope and operation of the Price Code was given in London on June 26 by Mr. Kenneth Noble, deputy chairman of the Price Commission.

'The Commission's powers of control do not cover all prices', said Mr. Noble, who was speaking at a conference organised by Associated Business Programmes Ltd. 'The way in which control is exercised over prices which do fall within our scope differs as between manufacture, the provision of services and distribution. The Code does not exert control over price levels but over price changes. This is an important factor to bear in mind. It controls directly the movement of prices in manufacture and the provision of services; but once produced an article moves into the distribution system and then it is controlled indirectly through the control on distributors' margins overall.'

Mr. Noble pointed out that the Price Code has two main approaches to control: Restricting the amount by which prices can rise in response to higher costs, and Controlling profit margins.

'The first of these, the "allowable cost" concept applies to manufacturers and the providers of services, but not to distributors', he said. 'They are directly affected by the allowable cost control on those products or services which fall within the provisions of the Code.

'The items included in "allowable costs" are those listed in the Code:

(i) Labour defined and treated in a particular way.
(ii) Materials, components, fuel and power.
(iii) Rent or rates.
(iv) Interest charges (that is, true interest charges).
(v) Certain closely defined bought in services which include transport, hire of equipment, insurance, storage, maintenance and engineering services not of a capital nature and no other items.

'The definition of allowable costs is restrictive; any item of cost which is not included in the list is not an allowable cost. Thus for the purposes of the control only a proportion of the total costs incurred in the manufacture of goods or provision of services can even begin to be considered as the basis for justifying a price increase.

'Not only is the list of items restrictive in itself but even those items included in it are restricted. Labour costs cannot be included in their entirety. Not all labour costs can be included in allowable costs, and those that are must first be reduced by a factor "the productivity deduction" which is generally 50 per cent (but may be less in labour intensive firms). Thus a large proportion of labour costs is excluded from allowable costs as are depreciation, and a number of other costs.

'This means that allowable costs form a proportion only of total costs. How then can allowable costs be used to justify an increase in prices? I have said that the Code's system is based on the control of price changes and not on the absolute level of prices. It follows that cost changes are the governing factor in considering price increases and that these must be calculated by reference to a unit of output however derived. No price increase can be implemented unless there has been an increase in total costs per unit.

'An increase in *allowable* costs per unit may only be used to justify a price increase if it is equivalent to or less than the increase in *total* costs per unit. We thus move through two levels of restriction, the definition of "allowable cost" itself and its relationship to total costs. This will be an important factor during periods of changing volume. (As volume grows fixed costs per unit come down.) But if volume and other changes are such that total costs per unit actually fall, then the Price Commission would be looking for a price reduction.

'The third level of restriction is the date from which cost increases can be measured. This is either September 30, 1972, or the date of the last price increase. Thus any increases in cost incurred before September 30, 1972, cannot be included in the calculation of higher costs. They must be absorbed.

'Moreover, if any cost increase incurred since September 30, 1972, has already been reflected in higher prices either before the

(*continued on next page*)

standstill or during the standstill within its provisions, that cost increase cannot be used to justify a price increase now.

'The change in allowable costs from the base is then calculated as a percentage of the total cost at the base date to indicate the percentage by which selling prices can rise.

'Many firms do not realise that when calculating the increase in allowable costs they must take changes in the volume of output fully into account.

'The cost per unit at the base period is to be calculated on the volume of output in a representative period up to that date; the cost per unit at the time of the price increase must be related to the volume of output at the time of the increase. We all know that out national output is rising and the Commission cannot accept that volume remains static unless this happens to be the fact in a specific case. In particular it is important for us to know how total costs are affected. There are often difficulties I admit in ascertaining the representative period (the Code suggests a quarter) but there are means of making good estimates to adjust for seasonal or other unforseen fluctuations; we need full information and this may mean looking at a run of output figures for the company. It is also necessary for us to have information on product mix and any changes in this, to be able to judge the reasons for certain cost changes.

'Itemising the allowable costs is the only satisfactory way of presenting cost calculations. It must be helpful for a company to know the details of each item of cost and this is something you probably do for yourselves but so far as we are concerned it makes plain the reasons why costs have risen and saves us a great deal of further inquiry.

'The allocation of costs causes some difficulty. The Code says that costs have to be allocated to products within the control, ie excluding exports and the list of uncontrolled items, on the basis of a fair division of costs on good and consistent accounting practice. If an enterprise does not already break down costs by home and export the Code suggests a division of costs by the value of sales. What is important is that all costs including all items of overhead should be included and allocated to the product or products for which a price increase is being sought. This allocation must be carried out for the base period as well as the current period to ensure that despite changes in volume between controlled and uncontrolled products the proper allocation of full costs to the products in question is made.

'I would emphasise that all labour costs are included in total costs and that while only a part of the labour costs are allowable, the rest must be included in total costs when calculating price changes.

'When relating costs to a price or prices at the base date it is important to ensure that prices are net selling prices.

'Discounts and surcharges must be taken into account. Moreover changes in discount (or surcharges) are equivalent to a change in price as are the changes in quality or quantity supplied.

'With Profit Margin Control the allowable cost regime is one of the two pillars of the Code. It must be fully understood by all those who are concerned with determining prices. It is their responsibility to do so; it is ours to ensure the Code is implemented.

'We in the Price Commission have found with pre-notified applications that many firms operate costing systems which are difficult to adjust to the concepts of the Code. Identifying and aligning costs with the Code has not always proved easy. We have, especially in those cases which were presented earlier on, done our best through consultation with the firms concerned to reshape the applications. We are finding increasingly that pre-notifying firms are using the correct drill. We hope that firms which do not have to pre-notify but have to report their price increases in periodic returns will also present the justification for those increases in a way which relates clearly to the provisions of the Code.'

Price Commission decisions

APPROVALS

THE Price Commission have approved the following price applications:

Hoover Ltd. An increase in the price to the dealer of the complete range of products manufactured by the company, limited to an average of 5 per cent. The increase was justified on grounds of the increased cost of materials and labour.

Although a larger increase might have been permissible by reference to allowable costs, the Commission were not satisfied that an increase in excess of 5 per cent would not have caused the company to exceed its profit margin reference level.

Wiggins Teape and Co. An increase in the current prices for paper products and pulp by an average of 6.4 per cent. This increase is due mainly to the higher costs of raw materials (particularly imported wood pulp) and of wages.

William Hollins (Carrington, Viyella). An increase of 5.1 per cent over their range of men's shirts and pyjamas and ladies' and children's blouses and dresses. This reflects increases in the costs of materials and labour.

Alcan Aluminium (UK) Ltd. An increase under the provisions of the Code relating to losses of £20 per tonne on primary aluminium ingot and an average increase of 4.5 per cent on products.

The Tube Investment Group of Companies. Motor vehicle exhaust systems, manifolds and related components manufactured by:

Nicholsons (Glasson Dock) Ltd. and **Kirkland Development and Engineering Co. Ltd.**—an increase limited to an average of 9.2 per cent.

Cheswick and Wright Ltd. and **Cheswick and Wright (B and M) Ltd.**—an increase limited to an average of 8.0 per cent.

Bicycle components, bicycles and car seats and slides manufactured by **Raleigh Industries Ltd.**, including an element for recovery of costs incurred since April 30, 1973.

Bicycle components	average of 9.4 per cent
Bicycles	average of 6.6 per cent
Car seats and slides	average of 6.9 per cent.

Metal Sections Ltd., an average increase of 9.4 per cent for a range of products for the motor industry, including an element for recovery of costs incurred since April 30, 1973.

Hazells Offset Ltd. (a subsidiary of the British Printing Corporation Ltd.). An average increase of 4.2 per cent in charges for typesetting, platemaking, printing and binding with immediate effect; the increase is justified by higher costs of labour and materials.

Steel products

The Commission have approved the following applications for average increases in prices of a wide range of steel products as a consequence of the increases in European Coal and Steel Community prices which took effect on April 30, 1973.

The Firth-Derihon Stampings Ltd.	Automotive forgings 5.9 per cent Aerospace forgings 6.0 per cent
Accles and Pollock Ltd.	Plain tube division products 2.4 per cent Small tube division products 2.8 per cent

Food products

The Commission have approved price increases for the following manufactured foods. The increases shown are increases in the

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average net price to trade customers and the dates are those from which manufacturers may charge the higher prices to these customers.

Biscuits manufactured by Cadbury Schweppes Foods Ltd.: increases averaging 2.67 per cent over the range of products. They are due to higher costs of raw materials, particularly flour, sugar, milk powder and fats. The lines increased will be the four standard lines (large fingers, milk and plain assorted, creams and chocolate wafers) and the company's special Christmas packs. The standard lines will be increased from July 2 and the Christmas packs during October.

Instant potato products manufactured by the same company: increases averaging about 7 per cent over the range. They are due to higher costs of labour, distribution and packaging, largely arising from the introduction of 'New Smash'.

Margarine, shortening and edible oils manufactured by The Peerless Refining Co. (Liverpool) Ltd. and supplied mainly to food manufacturers and caterers: increases averaging 12.3 per cent over the range of products. These increases are the result of higher costs of imported edible oils and other raw materials. They come into effect immediately.

Margarine, shortening and edible oils manufactured by the Co-operative Wholesale Society Ltd.: increases averaging 15.66 per cent over the range of products. They are due to higher costs of imported edible oils and other raw materials and come into effect immediately.

Cooked meats, pate and frankfurters manufactured by The Walls Meat Co. Ltd.: increases averaging just under 5 per cent. The increases are due mainly to higher costs of meat and labour and are effective from July 9.

APPLICATIONS NOT APPROVED

Ford Motor Company: The Price Commission have considered an application by the company for price increases averaging 5.1 per cent over all their vehicles. The application was based on increased costs, largely of materials and labour.

The Commission have not approved the application. They are not satisfied that a price increase would not cause the company to exceed its profit margin reference level.

Forth Chemicals Ltd. (*a jointly-owned subsidiary of British Petroleum and Monsanto*). The Commission have not approved an application, under the provisions of the Code covering losses, by Forth Chemicals for a rise in price of between £12 and £13 per ton on styrene monomer sold on the open market.

Godfrey Davis (Car Hire) Ltd.: The Commission considered a proposal to increase the charges for self-drive cars and truck rental by 8.69 per cent and those for chauffeur-driven cars by 7.49 per cent, based on higher costs. The Commission were not satisfied with the case made on grounds of higher costs, neither were they satisfied that an increase in these charges would not cause the company to exceed its profit margin reference level. They have not, therefore, approved the application.

Proposals for major organisation of safety and health at work

MAJOR new legislation to reorganise the system of safeguarding the safety and health of people at work and to protect the general public from industrial hazards is foreshadowed in consultative proposals obtainable from the Department of Employment.

The proposals would implement the main recommendations of the Robens Report on Safety and Health at Work, published in July last year. Consultations already carried out indicate widespread support for these recommendations.

The proposed legislation would extend the protection of the law to virtually all workers, and would also provide for the prevention of hazards to the public in the vicinity of industrial activity.

The main proposals are:

(1) the creation of a Commission on Safety and Health with members from both sides of industry to share responsibility for the development and carrying out of policy on health and safety at work
(2) bringing together under the Commission's executive, the existing specialist inspectorates, with responsibility for advising industry and government as well as enforcing the law
(3) the progressive unification of the mass of legislation concerned with health and safety at work under one statute and the extension of protection to virtually all employment
(4) a basic obligation on employers to safeguard their workers and the general public against risks arising from their processes
(5) a basic obligation on individuals, such as manufacturers and importers of machinery etc; and self employed, to operate safely and with due care for the public at large
(6) a new and more flexible method of enforcement for the inspectorate by means of notices which could require immediate remedies for unsatisfactory conditions
(7) closer involvement at national and plant level of employers, managers and workers in framing and carrying out effective promotion of safety and health at work.

Copies of the document ('Proposals for a Safety and Health at Work Bill') may be obtained from Mr. A. L. McGuffog, Department of Employment, Baynards House, Chepstow Place, London W2. Comments on the proposals for the Bill should be sent to Mr. Wake at the same address by September 15.

Minister opens new machine tool factory

MANY machine tool companies are now reporting full order books and, with the Government's determination to maintain a decent rate of expansion, the industry has every reason for its confidence, said Lord Limerick, Parliamentary Under-Secretary of State for Trade, when he opened the new factory for the Hydra-Point Division of Moog Ltd., in Cheltenham on June 27.

Lord Limerick said: 'As we all know the industry has just emerged from what has been possibly the worst recession in its history—a period when the strong cyclical pattern in the industry's domestic order books coincided with a contraction of demand in the rest of the world. To provide a special short term assistance last year the Government stepped up public sector orders for new machine tools to a total of £16 million. This helped many firms by providing relief until economic expansion worked through to machine tools.

'Now this has clearly started to happen. The economy as a whole is bounding along and the beneficial results are being felt in the capital goods sector. The CBI industrial trends survey for April showed an exceptionally buoyant state of confidence among machine tools firms.

'For a long time the Government has been arguing the case for spending a lot more on industrial re-equipment. Not only arguing but offering strong investment incentives for expenditure on new plant equipment—incentives worth around a third of expenditure on a typical manufacturing project and more in the "areas for expansion".

'At last there are signs of success. In the first quarter of this year manufacturing industry's fixed investment increased a little more than 3 per cent—the first rise for a year. For this year as a whole we expect a 5 per cent increase followed by a strong rise in 1974.

'On the export side the machine tool industry's prospect also looks good. I was very pleased to see in the CBI survey some two-thirds of your industry's respondents expected export orders to increase in the next few months and that none expected less business.

'The most dramatic export growth so far has been to the rest of the European Community, a market now taking a quarter of our machine tool exports. I am pleased that British representation at September's Hanover International Machine Tool Exhibition will be the highest ever at an overseas exhibition.

'But Europe is by no means the only rapid growth area for your products. The British Overseas Trade Board and your trade association promote machine tools in many promising markets throughout the world. Their recent efforts include missions to Japan and the Far East and an inward mission from Brazil, and in the GATT trade negotiations starting this autumn we intend to make the enlarged Community's contribution positive and helpful.'

Industrial Development Executive —the first year

To enable 95 per cent of production to be concentrated on one site in a Development Area qualifying for Government assistance, Alenco Ltd. has opened a new factory at Barnstaple, Devon. In the picture Mr. Christopher Chataway, Minister for Industrial Development (left), examines a model of the layout after he had declared the factory open recently. Mr. Jeremy Thorpe, local Member of Parliament (right), is seen next to the Mayor of Barnstaple, Councillor D. G. Potter. The company produces fittings for pneumatic and hydraulic power systems and, with the aid of subsidiaries in France, the Netherlands, Sweden and Belgium, secures a large amount of export business.

Possibilities of turning a slag heap into a site for industrial development are outlined by Mr. G. R. Chetwynd, British Steel Corporation board member (second from right) during a visit to BSC's Hartlepool North Works by Mr. Anthony Grant (left), Parliamentary Under-Secretary of State for Industrial Development. Mr. Grant visited the area last week to discuss the report of the Hartlepool Task Force set up by the Government to plan redevelopment of industry on retraction of the steel industry. On the right is Mr. E. Leadbitter, MP for Hartlepool, and second from the left, Mr. Ronald Dearing, Director, DTI Northern Region.

A YEAR's progress in industrial and regional development was reviewed by Mr. Christopher Chataway, Minister for Industrial Development, speaking at Southall, on June 28.

Mr. Chataway said: "Just over a year ago the Government, as part of its growth strategy, introduced some important changes. The Industry Act brought in major reforms in regional policy and gave the Government new powers to help in increasing the competitiveness of British industry. The Industrial Development Executive was set up within the DTI to administer these measures, and to be the Government's main link with most of private sector industry. We are now preparing the first Annual Report required under the Industry Act, and as the Minister responsible for the Industrial Development Executive I want today to give you some account of the work that has been done in the past year.

'One must say first that the industrial and economic situation, in which we are operating, is a very different one from that of a year ago.

'In the past year the British economy has shown a dramatic improvement—and I think that many people are finding it a little difficult to adjust to the new situation. In the three months to April both total industrial production and manufacturing production were 8 per cent up on the second half of 1972, expressed as an annual rate. The latest employment figures continue their encouraging trend, there has been a turnabout to substantial stockbuilding in industry and investment for future growth is, at last, now on an upward trend.

'Even more striking, our economy this year is confidently expected to grow faster than the economies of seven out of the other eight members of the European Community. The question people ask is whether this is just another oscillation in what is basically an unimpressive performance, or whether it represents a genuine movement towards a new and more enterprising future. I believe that we are now firmly on the road signposted expansion and growth and have turned our backs on decline and stagnation. I will tell you why I think this to be so, but first I want to say this: we are too inclined, as a nation, to discuss ourselves and our shortcomings—real or imagined—in an atmosphere of resigned self-denigration. By so doing, we run the risk of bringing about the symptoms we set out to define. The trouble with running yourself down is that eventually you will succeed. Let us try blowing our national trumpet loud and clear for a change.

'I believe that the growth we are now achieving does have unique and exciting qualities which mark it as different from the green light phases of the old Stop-go cycles we all remember so well.

'To begin with, our entry into the European Community provides us with a new "home" market comparable with the world's other major industrial areas—five times greater, in fact, than the UK market alone.

'The very considerable up-lift on our exports throughout the world has meant that the fast growth of recent months has rested in large measure upon the penetration of world wide markets.

'It is true of course that imports have also risen sharply over the same period, but increases such as imported industrial materials up by 14 per cent and imported basic materials up by 22 per cent are necessary ingredients for our own economic growth. Higher prices, too, contributed more towards this increase than higher volume.

'So far this year, the value of exports has been 16 per cent higher on average than in the second half of last year. Between these two periods, our most buoyant market was North America, where deliveries increased by 22 per cent. Exports to the rest of the European Community rose by 18 per cent between December and May this year, while shipments to the Sterling Area outside Europe increased by 13 per cent.

'Among the most successful commodities were textiles, which

increased by 23 per cent, chemicals by 21 per cent, metal and metal manufactures by 19 per cent, road motor vehicles by 14 per cent and machinery by 13 per cent. There was also an increase of 22 per cent in exports of food, beverages and tobacco.

'These are remarkable achievements. In the years ahead the new markets of the world are expected to grow far faster than has previously been anticipated, at a time when British industry is well poised to take advantage of them.

'In this situation then we are concerned with two things—growth and balance. Our task is to enable industry to maintain this faster rate of growth, and to ensure that there is a better balance of economic activity between different parts of the UK. Better balance is clearly in the interest of those regions of the country which have suffered from high unemployment, outward migration and relatively low earnings. But it is in the interest too of the already congested South East, and of the economy as a whole, for if we are to sustain growth we have to make the best use of all available resources.

Investment in the regions

'The whole country, therefore, can rejoice at the astonishing progress that is now being made in so many regions—a rate of progress that is probably faster than at any time this century. To the modernisation of roads and ports, the improvement of homes and the clearance of derelict land, which has been going on at a pace for some time, has now been added a strong rise in industrial investment. Since the Spring of last year the drop in the unemployment rate has been greater in most of the assisted areas, even than in the rest of the country. Down in the Northern Region, for example, from 6.3 per cent to 4.7 per cent—a drop of 1.6 per cent. Down in Yorkshire and Humberside from 4.3 per cent to 2.8 per cent—a drop of 1.5 per cent. Down in Scotland from 6.5 per cent to 4.7 per cent—a drop of 1.8 per cent. This is only the start. One aspect of the industrial regeneration that is taking place. The full effect of the powerful package of incentives introduced in April 1972 has yet to be felt. No doubt these have already been of considerable psychological importance in emphasising the Government's determination to tackle regional problems. But the investment decisions, which are now flowing from the incentives will come to fruition over the next few years. Some indication of the scale of the investment that is now building up in the regions may be derived from these figures. We have already made offers to over 200 firms, qualifying for selective assistance in the form of loans, interest relief grants and removal grants for projects involving additional employment of some 22,000. We are also processing over 500 applications involving about 53,000 new jobs. I am glad to say that despite the volume of business, the processing of these applications and of applications for regional development grants has accelerated considerably.

Investment from abroad

'We are making a determined drive to boost still further the flow of investment from abroad into the regions. We have already benefited considerably in the post-war years from such investment—principally from the United States. Now that we are members of the EEC many more firms are looking to Britain as the base from which to serve Europe. They realise that many of these regions are likely to benefit from the developing regional policy of the Community. I have therefore launched major efforts to attract inward investment from Germany, the United States and other countries. On recent visits abroad I have been glad to have with me a representative from the TUC. The organisation for dealing with inward investment within the Department is being strengthened. There is no doubt that the initial response to this overseas drive is encouraging.

Service industry in the regions

'Looking to the longer term it is vital that the assisted areas should attract not only manufacturing but also those service industries which have a choice of location. It is in the service sector that employment is growing fastest. Service industries are at the moment very heavily concentrated in the South East. A new office block, which would be warmly welcomed in the regions, is already the object of popular hostility in many parts of the South East. And down here a good secretary in search of a job is becoming as rare as a sheik in the Arctic. Here too a better balance is needed. I regard, therefore, the new incentives to service industries moving to the assisted areas as the most important innovation in regional policy of this past year. It is the first such scheme on any scale. Grants of £800 are now available for each employee moved to an assisted area and the full cost of approved rent at the new location can be met for up to three years in intermediate areas and up to five years in development areas. That is a substantial incentive, and it is going to have an effect on the siting of a lot of offices.

UK investment

'So much, at least in outline, for the objective of balance. In the pursuit of our other main object—a faster rate of national economic growth—the IDE has a part to play in maintaining business confidence, in assisting the removal of Industrial bottlenecks, in modernising and re-organising ageing industries and in the encouragement of growth sectors.

'When the Industry Act was passing through Parliament, there was some nervousness about Government intentions in this area. Was this the prelude to the sort of interventionism which assumes that the man in Whitehall knows best? Or to a wholesale extension of the public sector? Or to the reckless subsidising for short term political reasons of all sorts of ailing firms?

'A good many of these anxieties were allayed by the announcement of a very powerful Industrial Development Advisory Board.

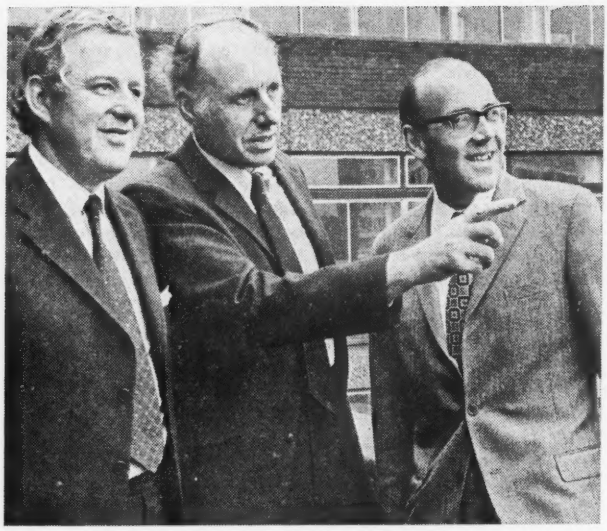
'Many other fears will I think have been laid to rest by the approach we have adopted over the past year.

'While it might seem uncharitable to boast that the indigent have been turned empty away, it would certainly be true to say that the importunate have not found in the IDE any easy opener to the tax payer's purse. Of over 30 inquiries about assistance under Section 8 of the Industry Act (the section that deals with industry outside the regions) only two have led to offers of Government finance. Larger investments have in fact been disposed of by the Department, than have been involved in commitments under Section 8. Although we have the powers under the Industry Act to safeguard existing employment in the regions as well as to encourage expansion, the figures show that out of more than 200 projects backed less than 10 came into this rescue category. It cannot be said therefore that the Industry Act powers are mainly concerned with baling out firms which are in difficulties.

'There is, however, a positive job to be done by Government in partnership with industry. There is much argument today about the correct relationship between Government and private industry in conditions of modern world competition. Some regard of the totally integrated Japanese system as the ideal, where Government, the banks and industry seem often to act in awesome unison. They point to a lesser though similar integration between the three parties in France, and argue that much the same result is achieved by the deep involvement of the banks in German industry. Others argue fiercely that the only free enterprise system worth the name is the traditional British system fashioned during the imperial period, in which there is a rigid separation between Government, the management of money and the management of industry. It seems clear to me that the right answer for us lies somewhere in between. We could not, if we wished, successfully transform ourselves into Great Britain Limited on the Japanese model. On the other hand we have lessons to learn from our successful free world competitors, and we must be influenced in our actions by the kind of competition our industry has to face. We cannot assume that in Britain, alone among Western countries, Government must be exclusively concerned with macro-economics. We must not think that we can compete on equal terms if Government is never prepared to act directly to improve the competitiveness of individual sectors of industry. Even with our highly developed capital market there are occasions for us, as for our competitors, when direct Government participation is desirable.

'Given the type of Japanese competition faced in the main American market, and given the substantial exports at stake, it seems to me that the Government is clearly justified, for example, in joining with the banks and private industry to try to produce a strong motorcycle company in this country. To have refused this degree of participation in the circumstances would to my mind have been to display a peculiar blend of nostalgia and masochism.

'Government has therefore to be the partner as well as the policeman of industry. It is certainly the function of Government to set the rules and to correct abuses. Diligence in this is essential to the maintenance of confidence in the system. It falls to the IDE, however, to maintain a close working relationship with industry and to be prepared to act in concert with industry particularly where overseas competition is involved. We have, I believe, developed in this past year a greater understanding and a freer flow of information



Mr. Tom Buyers (right), pictured following the announcement of his appointment as Director of the Scottish Petroleum Office (see last week's edition, page 613). With him are Mr. J. P. Gibson (left), Director of the DTI Offshore Supplies Office, London, and Mr. E. J. D. Warne, Director, DTI Office for Scotland. Mr. Buyers, who graduated at Glasgow University, was until his new appointment commissioning manager for BP Chemicals at a major expansion project at Baglan Bay, Port Talbot.

THE INDUSTRIAL DEVELOPMENT EXECUTIVE

continued

between our industry divisions and firms large and small. Benefit derives from this to both parties and only rarely does any question of Government funds arise.

Individual firms and industries

'We have, however, been involved in the past year in action to help older industries to adapt and modernise as rapidly as possible to a changing environment. We have commissioned the Booz Allen Report on shipbuilding, whose recommendations are now being considered, and a study into ship-repairing. A scheme for the successful wool textile industry to assist in its modernisation and rationalisation should be announced soon. Another example of a successful industry, with which we are studying the possible need to take anticipatory action in order to sustain growth, is the carpet industry, where a study has been launched. The IMEG Report into the opportunities afforded by the North Sea for the offshore supply industry has led to the setting up of the Offshore Supplies Office within the IDE. Already it is clear from the £100 million contract awarded to Simon Carves for the Teesside terminal and from other large orders won by British firms, that British industry, helped and advised by this Office, is rising to the enormous world-wide potential of the Offshore oil business. I believe that this is a clear example of an instance in which it is right for the British Government to play a part in helping industry to break into a new and major market. Another is computers, where we are at the moment assisting with launching aid to develop a new range for ICL, which can fairly claim to be the strongest indigenous computer company in Europe.

'Equally important is to ensure that the purchasing power of the public sector is used to best advantage in strengthening and making efficient the domestic supplies industry. An example here of the work now in train is the consideration being given to concerted Government action to assist the Metallurgical Plantmakers export drive based on the large BSC investment programme. Proposals are also being developed for joint BSC/Government support for technological developments in the industry.

Small firms information centres

'In all this work we have been anxious to strengthen the position of small firms, principally because of the entrepreneurial vitality they inject into the economy. The outstanding recommendations of the Bolton Committee, such as those concerned with public procurement, have been pursued. The Small Firms Information Centres are being opened. Under the direction of my colleague Mr. Anthony Grant, the Small Firms Division has been extremely active.

'There has been one organisational development central to many of the proposals and activities to which I have referred. It was decided as part of last year's reorganisation to set up the Industrial Development Unit composed largely of experts from industry and the City with a sprinkling of permanent Civil Servants. The Unit has undertaken financial, managerial and technological appraisals of applications for selective assistance under the Industry Act, it has developed appropriate monitoring procedures, it has provided expertise to advise on a number of general rationalisation proposals, and it has co-ordinated work on analysing the problems and potential of individual sectors of industry. The Unit has provided a new, and I believe very valuable expertise within Government.

Towards faster growth and better balance

'Here then is a brief account of the work of the Industrial Development Executive. Our objectives—faster growth and better balance—are clear. Our opportunity of breaking through to a higher level of economic performance is exceptional. Our methods are not set in some unbreakable mould. They are based upon co-operation with industry and commerce and not upon dictation by Government; they involve a pooling of information and not a belief in Government's monopoly of wisdom; they are directed towards strengthening free enterprise in a mixed economy and not supplanting it. Faced with the variety—and often the formidable success—of the systems, which have been evolved around the world for harnessing private enterprise to the national good, the relationship between Government and business in this country must be an evolving one. All I would claim for the Industrial Development Executive in this past year is that it has played a part in that process and has achieved real progress.'

A model of the world's largest offshore oil production platform was seen on a visit to British Petroleum's London headquarters last week by the Prime Minister, Mr. Edward Heath, the Secretary of State for Scotland, Mr. Gordon Campbell (centre), and the Minister for Industry, Mr. Tom Boardman (left). Mainly British built, the platform is expected to be in production in the North Sea Forties field late next year. It will operate in 420 ft. of water and its height will be 690 ft. from sea bed to top of drilling deck.

Shipping Minister inaugurates 'Small Craft Safety Month'

WALES had far more than its fair share of small boat rescue incidents last summer, said Mr. Michael Heseltine, Minister for Aerospace and Shipping, when he opened a new building for the Western Division Coastguard Headquarters at Mumbles, near Swansea, on June 26.

Mr. Heseltine said he had designated July as Small Craft Safety Month to foster a better understanding of the needs for good equipment in boats and skill in handling them. The new building was needed Mr. Heseltine said, to deploy to good effect the new modern equipment of the Coastguard Service including a very comprehensive VHF radio network covering all UK coastal areas.

'Last year we set up here in Mumbles the Oil Pollution Communications Centre to facilitate control of tugs and other vessels which may be called upon to deal with major oil spillages in these parts,' he continued. 'Our Principal Officer at Cardiff who has responsibilities in these matters relies very much upon the communications expertise of the Coastguard here. Many of you are aware of the oil pollution exercise called "Black Hand" held in March.'

'This operational centre is essential for the primary function of the Coastguard of initiating and co-ordinating rescue measures for all vessels in distress. In the task of saving life at sea they have the magnificent co-operation of the Royal National Lifeboat Institution with seagoing and inshore lifeboats, and of the armed services whose helicopters so often provide decisive help.'

A pilot scheme for safety advice to be given at popular boat launching sites in the Torbay area and at Whitby was also announced by Mr. Heseltine, after he had inaugurated Small Craft Safety Month.

Referring to his January consultations with yachting interests, Mr. Heseltine said that one interesting idea to emerge was that more should be done to help the small craft man who might have no chart or plan of the area, and might not know local tidal conditions.

'We have therefore introduced as a pilot scheme the concept of a "gateway" with information boards and notices at a number of much used launching places. For this first summer, we have enlisted local co-operation at Torbay where there will be several gateways and Whitby. Each gateway will be manned by experienced people who will provide information on request about the weather, tides, local hazards, and any local harbour by-laws. There would be an opportunity for friendly warnings if those manning the gateway thought that conditions were unsuitable for a boat, or it might be overloaded, or inadequately equipped. If this scheme is a success, and I shall watch reports of its working with much interest, then we might well expand it to other parts of the country next year. I am very grateful to those organisations who are working with us to make this possible.'

'We are publishing through HMSO a paper-back entitled "Safety on Small Craft", price 75p', announced Mr. Heseltine, when speaking of other activities in the month. 'It has been written for us by Guy Cole, who is an experienced yachtsman, and it provides the information for a thorough understanding of the subject. We have circularised clubs with a description of the book, and there has been an encouraging initial response. We have also invited yacht clubs and other organisations to take up further supplies of DTI leaflets and posters.

'The Coastguard service, who co-ordinate all marine search and rescue activities and are part of my Department, will take part in various exercises in different parts of the country with a small boat theme, and are developing some new ideas to provide a better service to the yachtsman. They already provide the passage reporting scheme for yachtsmen, and are expanding the scheme to cover day trips. The Coastguard service are also considering how to obtain on a voluntary basis more background knowledge of the boats in each area, and their regular cruising habits in case a boat is reported missing with little identifying details.'

Hardly the weather for pleasure sailing, yet Mr. Michael Heseltine, Minister for Aerospace and Shipping, arrives at the Mumbles pier, Swansea, to inaugurate small craft safety month. The Minister also opened the new Mumbles Coastguard station—hence his escorts, Mr. Ted Williams, Inspector, Western Division, HM Coastguard, and, bringing up the rear, Lieut.-Cmdr. J. A. Douglas, Chief Inspector.

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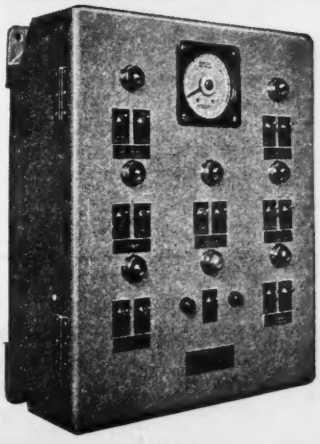

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New procedure for runway usage at Heathrow

A NEW procedure for runway usage at Heathrow airport during periods when aircraft approach to land from an easterly direction has been announced by Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping. It is to be introduced during the next few weeks and will apply during periods of westerly prevailing winds. These occur for about 70 per cent of the year.

The new procedure is designed to achieve a fairer sharing of periods of relative quiet among the communities of West London which are affected by approaching aircraft than is possible under the present arrangement.

Under the new procedure, aircraft arriving during the first half of the day in a given week will be required to land on the northern runway (28R) and those arriving during the second half of the day will land on the southern runway (28L). During the following week the procedure will be reversed, ie arrivals in the first half of the day will land on the southern runway whilst those arriving later will land on 28R.

This new system replaces a procedure introduced in January 1972 under which, during westerly approaches, aircraft arriving in the mornings and early afternoon always land on the northern runway, while those which arrive later in the day land on the southern. Though this arrangement was generally welcomed for the predictability it offered in the pattern of aircraft noise and periods of relative quiet, it did not permit these periods of relative quiet to be shared between the communities affected, ie the same areas always benefited by having their quiet periods in the evenings.

Mr. Onslow therefore decided to review the position after the first year of operation to see if further improvements could be introduced and, in the light of suggestions put forward by Members of Parliament, local authorities, amenity groups and individuals, two alternative schemes were worked out. Both appeared equally acceptable on operational and safety grounds, and Mr. Onslow therefore decided to invite interested parties to express a preference. An overwhelming majority favoured the system which is to be introduced.

The full benefit of this new system will not be felt until the autumn when the re-surfacing of Heathrow's southern runway, which disrupts the normal pattern of usage, has been completed.

Notes

Under the previous system landings were normally made each day as follows:

northern runway	0700-1500 hours
southern runway	1500-2300 hours

Under the new system (when fully operational in the autumn) the order will be reversed every seventh day. Landings will then occur as above in Week One with the arrangements reversed in Week Two.

Until the autumn however the system will be operated with a change-over time of 1300 hours instead of 1500 hours and, every other week, there may be a tendency for a higher proportion of landings to occur on the northern runway. This is the result of temporary disruption caused by the essential re-surfacing work this summer of the southern runway.

The alternation system applies only during westerly landings (ie landings approaching Heathrow from the east over London). Wind conditions necessitate that this is the landing direction for about 70 per cent of the time in a typical year.

The vast majority of the remaining 30 per cent is accounted for by periods of landings on the two main runways in the reverse direction—west to east. There is at present no system of runway alternation during these easterly operations but the Department is seeking ways of overcoming certain technical and amenity problems that might then make this possible at a later date.

Report on flight time limitations

THE Civil Aviation Authority has published the Report of the Committee on Flight Time Limitations chaired by Group Captain Bader. The Authority considers that this report provides a sound basis for requirements and methods of control of flight time limitations. The Authority will shortly invite interested parties to comment by the end of August 1973 on the recommendations of the Report before it finalises its proposals for changes of legislation and administrative requirements based on these recommendationsl

Implementation of some of the Committee's proposals will necessitate amendment of the Air Navigation Order and will have to be laid before Parliament. Other proposals are of a kind which can be put into effect by the Authority itself.

The Chairman of the Civil Aviation Authority, Lord Boyd-Carpenter, has expressed his gratitude to Group Captain Bader and his Committee for the considerable amount of work and time which they have devoted to this study over the last six months.

Copies of 'Report of the Committee on Flight Time Limitations' can be obtained from HMSO and other Government bookshops, price 70p, or by post from CAA Printing and Publication Services, Greville House, 37 Gratton Road, Cheltenham, Glos GL50 2BN.

New member for Industrial Development Advisory Board

MR. Christopher Chataway, Minister for Industrial Development, announced on June 28 the appointment of Mr. A. Campbell Fraser as a member of the Industrial Development Advisory Board. The appointment, which has been made by the Secretary of State for Trade and Industry, is part-time and unpaid.

Mr. Campbell Fraser, who is 41, is managing director of the Lyon Group (Scotland) Ltd. and lives in Scotland.

The Board was set up in October 1972 under Section 9 of the Industry Act 1972 and advises the Department on specific major cases for selective assistance under the Industry Act and on industry-wide problems and priorities. It comprises people prominent in industry, banking, accounting and finance.

N.E.L.D.C.++++
TOMORROWS INDUSTRY CHOOSES THE NORTH EAST LANCASHIRE INTERMEDIATE DEVELOPMENT AREA FOR ITS EXPANSION++ A WIDE RANGE OF FIRMS WITH HIGHLY TECHNICAL PROCESSES HAVE ALREADY SUCCESSFULLY ESTABLISHED THEMSELVES IN THE AREA++++
IF YOU ARE A TOMORROWS FIRM AND WISH TO LEARN SOMETHING TO YOUR ADVANTAGE,CONTACT: ++ BOB CHILDES, INDUSTRIAL DEVELOPMENT OFFICER, NORTH EAST LANCASHIRE DEVELOPMENT COMMITTEE, TOWN HALL, PADIHAM, LANCASHIRE++++ TELEPHONE PADIHAM 71557/73005.++++++
N.E.L.D.C.++++ N.E.L.D.C.++++ N.E.L.D.C.++++

Closing dates for applications for building grant

THE Department of Trade and Industry has issued a reminder to prospective applicants for building grant under the Local Employment Act 1972 that the closing dates for applications are August 1 and October 1, 1973, according to their circumstances.

Notes

The building grant scheme under Section 3 of the Local Employment Act 1972 was brought to an end by the Industry Act 1972 subject to certain transitional provisions. Unless the application for grant was received before March 22, 1972:

(i) The construction of the building or the carrying out of works must have been begun before March 22, 1972 and the application for grant must be received by the Department before August 1, 1973; or
(ii) A contract must have been entered into before March 22, 1972, in respect of all or any part of the expenditure on the asset for which the grant may be made.

Following the announcement in the House of Commons on April 11, 1973 by Mr Christopher Chataway, Minister for Industrial Development, the application for grants in cases involving the existence of a contract before March 22, 1972, must be received by the Department before October 1, 1973. Grant will not be made in respect of applications received on or after that date.

The Department's ordinary rules in respect of building grant exclude from payment of grant any building which has been completed, or occupied in whole or part, before the application for grant is received by the Department.

It is in the interest of applicants to lodge their applications with the Department as soon as possible, and in any event before the appropriate date of August 1 or October 1 according to their circumstances.

Applications should be made on form LEA 1 which is obtainable from the Department's Regional Offices.

Aerospace Minister welcomes settlement on Rolls-Royce

GOVERNMENT support for the settlement between Rolls-Royce (1971) Limited and the Receiver and Joint Liquidators of Rolls-Royce Limited covering the price to be paid for the gas turbine business acquired by Rolls-Royce (1971) Limited was expressed by Mr. Michael Heseltine, Minister for Aerospace and Shipping, in a written reply to a question in the House of Commons on June 27. Mr. Heseltine had been asked for a statement on the negotiations between the Receiver and Rolls-Royce (1971) Limited on the price to be paid by the latter for the assets they acquired from Rolls-Royce Limited. He said:

'Rolls-Royce (1971) Limited and the Receiver and Joint Liquidators of Rolls-Royce Limited are today announcing that a settlement has been reached covering the price to be paid for the gas turbine business acquired by Rolls-Royce (1971) Limited under the Heads of Agreement dated March 17, 1971. The settlement, to which the Government is a party, incorporates the resolution of a large number of other claims and ancillary matters outstanding between the Receiver and Joint Liquidators on the one hand and Rolls-Royce (1971) Limited and the Government on the other.

'The settlement provides for the payment to the Receiver of an overall consideration of £87½ million of which £30 million has already been paid on account of assets and undertakings transferred. Interest will be payable on the balance, and the sums due reduced by the sterling equivalent of $21 million in respect of advance payments on the RB.211 will be paid to the Receiver by Rolls-Royce (1971) Limited on or before July 23. I am placing a copy of the agreement with minor omissions for reasons of commercial confidentiality in the library.

'The settlement has been notified to Mr. W. E. Parker, CBE, FCA, the independent Expert appointed to determine the price payable under the Heads of Agreement, and also to Mr. Justice Bagnall, to whom certain points of law were referred at the beginning of the Hearing. The Expert has made the following statement to the parties:

> "Mr. Justice Bagnall and I are both of the view that it is not only in the public interest, but greatly to the benefit of all those directly concerned, that this comprehensive settlement should have been reached now and by negotiation; the alternative of litigation, including the continuation to completion of the present Hearing, would have involved heavy costs in both time and money and a further delay of many months.
>
> So far as the Agreement relates to the substantial issue with which I have been concerned, namely the price payable under the Heads of Agreement when construed in accordance with the decisions of Mr. Justice Bagnall, I am of the opinion, on the extensive material which has been made available to me, that the conclusion reached is reasonable and fair to both sides."

Mr. Heseltine continued: 'Under the Heads of Agreement the Government are to provide any money necessary to enable Rolls-Royce (1971) to pay the Receiver. I am discussing with the company urgently the manner and extent of this funding, and I will inform the House of the outcome. Token provision only has been made in the main Estimates and pending Parliamentary approval of those Estimates, and the presentation of a Supplementary Estimate later in the year, advances may need to be made from the Contingencies Fund.

'I am sure the House will welcome not only the conclusion of an agreement satisfactory to the parties on the price to be paid for the transfer of assets, but also the resolution of many other outstanding issues. This settlement will enable the Receiver and Joint Liquidators to make substantial progress towards the completion of their task; and the management of Rolls-Royce (1971) to concentrate on sustaining the position of the company as one of the world's leading manufacturers of aeroengines.'

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.51).

Government publications can be bought from the Government Bookshops in London(post orders to PO Box 569, SE1 9NH) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol. or through booksellers

HMSO BOOKS

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

ADDITIONS AND AMENDMENTS TO THE REGISTER

A LIST of additions and amendments made to the alphabetical index to the Register between April 1 and June 30, 1973 is given below: the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1973 particulars of these agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in *Trade and Industry* (page 12) on January 4, 1973.

Agreements referred to the Restrictive Practices Court

On April 10, 1959 there was published in the *Board af Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London WC2A 1SP. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. Lists (commencing April 11, 1969) headed as this paragraph is headed, have been published periodically in the *Board of Trade Journal* (now incorporated in *Trade and Industry*) giving details of agreements in respect of which directions under that subsection have been given and are in force. These agreements are indicated in the index to the register by the symbol 'B', but no directions have been issued during quarter April 1 to June 30, 1973.

Inspection of the register

The register may be inspected between 10 a.m. and 4.30 p.m.

'D' AND 'F' AGREEMENTS

Registered No. of Agreements	Commodity	Area	D or F	Date
27	Wholesale groceries and provisions	South Wales and Monmouthshire	D	1968
1474	Batteries, Electrical goods, mains cable, meters, wiring		F	April 1973
2301	Bacon pigs		F	May 1973
2611	Newspapers, Scotland		F	June 1973
3213	Surgical dressings		F	March 1969
3306	Gramophone records		F	August 1972
3650	Gramophone records		D	March 1971
3762	Milk	Dinas Mawddwy, North Wales	D	June 1973
3774	Asbestos fibres, Asbestos products, friction material		D	1968

AGREEMENTS REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
849	Building materials

ADDITIONS AND AMENDMENTS TO THE REGISTER

Registered No. of Agreements	Commodity				
	A				
3774	Asbestos fibres, Asbestos products, friction material			D	/68
	B				
2750	Bacon		delete	F	11/61
2301	Bacon pigs		*add*	*F*	*5/73*
1474	Batteries, Electrical goods, mains cable, meters, wiring		*add*	*F*	*4/73*
3756	Beer				
3771	Boards and boards conversion				
	C				
445	Concrete aggregate, Roadstone (dry and coated)	E 3/69	*add*	*C*	*12/72*
	G				
3306	Gramophone records		*add*	*F*	*8/72*
3650	Gramophone records			D	3/71
	I				
3768	Internal combustion piston engines, motor cars				
	M				
3762	Milk, Dinas Mawddwy, North Wales			D	6/73
	N				
2611	Newspapers, Scotland	D 3/62 C 7/72	*add*	*F*	*6/73*
2385	Newspapers (Sunday)		*add*	*C*	*12/72*
2571	Newspapers (Sunday)		*add*	*C*	*12/72*
2629	Newspapers (Sunday)		*add*	*C*	*12/72*
2688	Newspapers (Sunday)		*add*	*C*	*12/72*
2740	Newspapers (Sunday)		*add*	*C*	*12/72*
2753	Newspapers (Sunday)		*add*	*C*	*12/72*
2768	Newspapers (Sunday)		*add*	*C*	*12/72*
2788	Newspapers (Sunday)		*add*	*C*	*12/72*
2807	Newspapers (Sunday)		*add*	*C*	*12/72*
2836	Newspapers (Sunday)		*add*	*C*	*12/72*
2914	Newspapers (Sunday)		*add*	*C*	*12/72*
2958	Newspapers (Sunday)		*add*	*C*	*12/72*
2991	Newspapers (Sunday)		*add*	*C*	*12/72*
3092	Newspapers (Sunday)		*add*	*C*	*12/72*
3125	Newspapers (Sunday)		*add*	*C*	*12/72*
3133	Newspapers (Sunday)		*add*	*C*	*12/72*
3144	Newspapers (Sunday)		*add*	*C*	*12/72*
3225	Newspapers (Sunday)		*add*	*C*	*12/72*
3268	Newspapers (Sunday)		*add*	*C*	*12/72*
3269	Newspapers (Sunday)		*add*	*C*	*12/72*
3270	Newspapers (Sunday)		*add*	*C*	*12/72*
3274	Newspapers (Sunday)		*add*	*C*	*12/72*
3277	Newspapers (Sunday)		*add*	*C*	*12/72*
3278	Newspapers (Sunday)		*add*	*C*	*12/72*
3279	Newspapers (Sunday)		*add*	*C*	*12/72*
3280	Newspapers (Sunday)		*add*	*C*	*12/72*
3281	Newspapers (Sunday)		*add*	*C*	*12/72*
3284	Newspapers (Sunday)		*add*	*C*	*12/72*
3292	Newspapers (Sunday)		*add*	*C*	*12/72*
3301	Newspapers (Sunday)		*add*	*C*	*12/72*
3314	Newspapers (Sunday)		*add*	*C*	*12/72*
3347	Newspapers (Sunday)		*add*	*C*	*12/72*
3375	Newspapers (Sunday)		*add*	*C*	*12/72*
3418	Newspapers (Sunday)		*add*	*C*	*12/72*
3446	Newspapers (Sunday)		*add*	*C*	*12/72*
3464	Newspapers (Sunday)		*add*	*C*	*12/72*
3489	Newspapers (Sunday)		*add*	*C*	*12/72*
3500	Newspapers (Sunday)		*add*	*C*	*12/72*
3510	Newspapers (Sunday)		*add*	*C*	*12/72*
3522	Newspapers (Sunday)		*add*	*C*	*12/72*
3535	Newspapers (Sunday)		*add*	*C*	*12/72*
3553	Newspapers (Sunday)		*add*	*C*	*12/72*
3557	Newspapers (Sunday)		*add*	*C*	*12/72*
3565	Newspapers (Sunday)		*add*	*C*	*12/72*
3571	Newspapers (Sunday)		*add*	*C*	*12/72*
3577	Newspapers (Sunday)		*add*	*C*	*12/72*
3587	Newspapers (Sunday)		*add*	*C*	*12/72*
3594	Newspapers (Sunday)		*add*	*C*	*12/72*
3600	Newspapers (Sunday)		*add*	*C*	*12/72*
3604	Newspapers (Sunday)		*add*	*C*	*12/72*
3770	Newspapers (Sunday)				
	S				
3213	Surgical dressings			F	3/69
	W				
27	Wholesale groceries and provisions, South Wales and Monmouthshire		*add*	*D*	*/68*

REGISTER OF RESTRICTIVE TRADING AGREEMENTS

continued

on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements
Chancery House, Chancery Lane, London WC2A 1SP
9 Hope Street, Edinburgh EH2 4EL
64 Chichester Street, Belfast BY1 4JX

The fee for inspecting the Register is 50p per day, but if less than 5 agreements are inspected the fee is 10p for each agreement.

Indexes to the Register, one as published in *Trade and Industry* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

New regulations on storage and use of highly flammable liquids

THE Department of Employment announced on June 21 new regulations which came into force on the same day controlling the storage and use of highly flammable liquids and liquefied petroleum gases. They apply to factories, construction sites and other places subject to the Factories Act 1961.

The new regulations (The Highly Flammable Liquids and Liquefied Petroleum Gases Regulations 1972: Statutory Instrument 1972 No. 917; HMSO, price 16p) provide that highly flammable liquids with a flash point below 32 degrees C. must be safely stored, conveyed and used within premises under the Factories Act. They also contain requirements about the dispersal of dangerous concentrations of vapours, the removal of residues and the disposal by burning of waste liquids. There are separate requirements for the storage of liquefied petroleum gases.

A section of the regulations requiring certain types of workroom to be fire-resisting structures will not come into force for a year.

A certificate issued on June 13 this year by HM Chief Inspector of Factories gave details of the approved specifications required under the regulations for various types of fire-resisting structure. The certificate, Form 2434, is on sale from HMSO, price 2p.

HM Factory Inspectorate has distributed 253,000 copies of a free explanatory leaflet to employers likely to be affected by the regulations.

A reprint of a Guide to the regulations (HMSO, price 12p) is now available.

Proposed overhead electric lines in East Sussex

FOLLOWING a public inquiry held at Battle in September 1972 to consider objections made by the Battle Rural District Council, the Battle and Catsfield Parish Councils and certain individual objectors, Mr. Peter Walker, Secretary of State for Trade and Industry, after consultation with the Department of the Environment, has authorised that a decision be postponed on the South Eastern Electricity Board's application to erect a 33 kV overhead line about 4¾ miles in length between Ninfield in the Rural District of Hailsham and Mountfield in the Rural District of Battle, East Sussex.

The South Eastern Electricity Board have been invited to investigate an alternative route from a point at the northern end of Beechdown Wood to a point near Foxhole Farm in the Parish of Battle. The Board has also been given the opportunity to submit an application for a deviation presented at the public inquiry affecting a section at the southern end of the proposed line from a point south of Downland Wood to a point south east of Marlpits.

The Secretary of State will give further consideration to the matter when the results of the Board's investigations are known.

Clearance of merger proposals by the DTI

The Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the following proposed mergers:

A. W. (Securities) Ltd. or Nottingham Manufacturing Co. Ltd and Lancaster Carpets & Engineering Ltd.

Ward White Group Ltd. and G. B. Britton & Sons (Holdings) Ltd.

Acquisition by Union Carbide Corporation (USA) of full control of Bakelite Xylonite Ltd.

Ulster factory for municipal equipment firm

ABACUS Municipal Ltd., the Sutton-in-Ashfield, public lighting, street furniture and municipal equipment engineers, are to open a new factory at Craigavon New Town, Co. Armagh, Northern Ireland.

Making this announcement recently, the Minister of State at the Northern Ireland office, Mr. David Howell, said that practically all the jobs in this factory—which will cover an area of 11,000 sq. ft. and on which construction work has already begun—will be for men. Planned to be fully operational in the autumn, the factory will have a suggested initial workforce of about 50. As the project develops it is anticipated that the number of employees will rise well above this figure.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
June 4, 1973		
1,037,485	Kocks Wermelskirchen G.m.D.H.	Heating device for continuously moving material
1037,486	Kocks Wermelskirchne G.m.D.H.	Method and installation for the continuous manufacture of welded metal tubes
June 6, 1973		
1,000,290	Hydraulic-Drive AG	Axial piston pump or motor
1,094,286	Etablissements Merlin & Gerrin SA	A device for measuring electrical current
1,114,995	Etablissements Merlin & Gerrin SA	A device for measuring electrical current
865,237	Standard Telephones and Cables Ltd.	Electrical supervisary equipment
1,118,505	Standard Telephones and Cables Ltd.	Apparatus for the heat treatment of electrically conductive materials
1,132,660	Standard Telephones and Cables Ltd.	Optical filters
1,136,357	Standard Telephones and Cables Ltd.	Magnetic recording device
1,169,510	Standard Telephones and Cables Ltd.	An electrographic printing apparatus
1,197,860	Standard Telephones and Cables Ltd.	Accoustic surface wave delay line
1,235,439	Standard Telephones and Cables Ltd.	An arrangement for controlling the acceleration and tension of strip material being unwound from a spirally wound pad
1,250,924	Standard Telephones and Cables Ltd.	Digital code translator

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme is available to exporters who have held an ECGD comprehensive type policy for 12 months. This scheme enables exporters to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 38 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with your local branch office listed below.

London (City)
London postal districts E, and EC2 and 3, South Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)
London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent, Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)
London postal districts of N, EC1, WC1 and 2, South Herts and Middlesex, South Bucks.
C. W. Gentry, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)
London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham B15 3DL. Tel. 021-454 4375. Telex 33132.

Bristol
Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, West Berkshire, West Hampshire Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
K. I. Humphrey, Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Cambridge
Counties of Bedford, Cambridge, Huntingdon and Peterborough, Northants, Norfolk, Suffolk, North Bucks, North Essex, North Herts and South Lincs, including City of Lincoln.
H. Watson, Prudential Buildings, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. Cambridge 67736, Telex 81624.

Glasgow
Scotland and the Outer Isles.
F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds
The counties of York, Durham, Northumberland and part of Lincoln.
W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
Number One, Old Hall Street, Liverpool L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester
Parts of Lancashire, Cheshire and Derbyshire, and all of Cumberland and Westmorland.
R. H. K. Hughes, Cheshire House, 18-20 Booth Street, Manchester M2 4AJ. Tel. 061-236 8861. Telex 667756.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. Nottingham 46585. Telex 37566.

New York
In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada:
J. A. Dorrian DFM, c/o British Trade Development Office, 150 East 58th Street, New York 10022, USA. Tel. 212-593-2258. Telex 420543.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

THURSDAY, JUNE 21

Rocket Engine Research Establishment

Questions were asked about the number of staff employed at the Spadeadam Rocket Engine Research Establishment and the programmes being carried out by the establishment. Mr. Onslow said that the number of staff currently employed at Spadeadam was 299. The Establishment had been undertaking EUROPA II launcher work on behalf of the European Launcher Development Organisation (ELDO). The ELDO Council decided on April 23, 1973 not to continue with this programme and activity at Spadeadam was therefore being run down and the staff progressively reduced over the period to November 30, 1973. No other programmes were being undertaken.

'As to future use of the Establishment the Ministry of Defence decided in mid-1971 that their Proof and Experimental Establishment (P&EE) would transfer certain static test facilities from Shoeburyness to Spadeadam,' Mr. Onslow continued 'These new activities at the Establishment will not begin until June 1974 and will not be fully operational until 1976.'

Investments in EEC countries

Sir Geoffrey Howe was asked to estimate the aggregate size of assets held by British companies in each of the EEC countries, and by each one of the EEC countries based in Great Britain. Sir Geoffrey Howe provided the following information for book values of British direct investments in other EEC countries (other than in oil, banking and insurance):

Investment in	End-1968	End-1971*
	£ million	
Belgium and Luxembourg	112	171
France	181	252
Holland	97	167
Italy	60	89
West Germany	179	328
Denmark	27	33
Irish Republic	119	163

* Provisional estimates.

The book values of direct investments in the United Kingdom by other EEC countries (other than in oil, banking and insurance) were as follows:

Investment by	End-1968	End-1971*
	£ million	
Belgium and Luxembourg	15	39
France	51	54
Holland	168	222
Italy	18	16
West Germany	27	53
Denmark	13	14
Irish Republic	1	6

* Provisional estimates.

Vending machines

A Member asked what progress had been made, following the Secretary of State's statement on June 26, 1972, in the consultations regarding the avoidance of the future issue of artificial non-monetary tokens, which could be used fraudulently in vending machines. Mr. Chataway answered: 'In Autumn of last year a meeting took place in my Department attended by representatives of companies which had issued advertising tokens, manufacturers of such tokens, vending machine manufacturers, vending machine operators and the Advertising Standards Authority Ltd. at which the issue of advertising tokens resembling coins and the risk that they could be used fraudulently was fully discussed. The companies which had issued such tokens in the past stated that they had no plans for further promotions of this kind and undertook to tell the Department in advance should they propose to do so in the future.'

World trade

The following information was provided by Sir Geoffrey Howe in reply to a question on the percentage of our total world trade, imports and exports, respectively, with the EEC and with the Commonwealth, in 1958, 1960, 1970 and in 1972.

	Percentage of UK trade with	
	Commonwealth (*a*)	EEC (*b*)
UK imports		
1958	34	20
1960	32	20
1970	23	27
1972	19	32
UK exports		
1958	36	20
1960	34	22
1970	20	29
1972	18	30

(*a*) Excludes Pakistan.
(*b*) Enlarged EEC.

National Group of Unit Trusts

In reply to a question on action proposed in relation to recent dealings in the shares of the National Group of Unit Trusts, Sir Geoffrey Howe said: 'I have decided to appoint Inspectors under Section 165 (b) of the Companies Act 1948, to investigate the affairs of First Reinvestment Trust Limited and Nelson Financial Trust Limited. The names of the two Inspectors will be announced as soon as possible. The Inspectors have powers to investigate any matters that appear to them to be relevant. If it should emerge in the course of their inquiries that any extension of the investigation is necessary I shall be ready to consider it.'

Small firms

Mr. Grant was asked if a review would be instituted of all returns which had to be made by small businesses and self-employed persons to government departments with a view to preventing overlapping. He answered that with the Survey Control Unit of the Central Statistical Office, the DTI was continuously reviewing the returns made by small businesses to prevent overlapping wherever possible and to ensure that no statistical survey took place unless it is fully justified. He would be pleased to look into any particular example of overlapping.

Industrial development

Mr. Chataway answered questions on industrial development in Wales.

FRIDAY, JUNE 22

Aircraft noise

Mr. Onslow, in reply to a question on research programmes into means for quietening existing jet engines currently being undertaken by Government establishments; work being done in conjunction with Rolls-Royce (1971) Limited; and how the present level of expenditure compared with that of 1969, 1970, 1971 and 1972, said: 'It is not practicable to isolate expenditure on quietening existing engines since the research programmes sponsored by this Department also relate to the design of future engines.

'Government expenditure on these programmes was £1.5 million in 1969/70, £1.1 million in 1970/71 and £1 million in each of 1971/72 and 1972/73. In the current financial year, expenditure will be about £1.25 million of which nearly 70 per cent will be spent in Industry and Universities and the remainder in Government Establishments. In addition, contributions to programmes

(*continued on next page*)

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

aimed at demonstrating potential improvements to the noise characteristics of the RB211, and M45 engines will total about £0.75 million in 1973/74.'

Chrysler UK

Mr. Chataway was asked to list the assurances confirmed by Chrysler in respect of their UK operation as recently as December 1972; and which assurances had been allowed to be broken and why. He said: 'Of the eight undertakings given in January 1967, the following five remain in force:

(i) Chrysler will not initiate any action to impair either the home or overseas operations or the management and direction of Rootes as a British Company in its relations with the Government, labour, its British shareholders, and the public.
(ii) Chrysler undertakes to maintain a majority of British Directors on the Board of Rootes.
(iii) Chrysler confirms the plans of expansion covering development work at various factories and especially at Linwood in Scotland where the major development will take place and where it is planned to increase employment by several thousands; these plans are essential if Rootes is to remain competitive, achieve its proper share of exports and return to reasonable profitability.
(iv) Chrysler plans to achieve a progressive increase in the export of Rootes products without restriction to all practicable markets and to continue to make available its full international organisation for this purpose. They note that, in the view of Her Majesty's Government, the test of the fulfilment of this undertaking would be that the export percentage of the products of the Rootes Group should be at least as high as the average for the British Motor Vehicle Industry as a whole.
(v) Chrysler will nominate a Rootes Director (British) to each of the Boards of Simca SA and Chrysler International SA; and it is understood that a Simca Director (French) will be nominated to the Board of Rootes.

Undertakings (vii) and (viii) were discharged in January 1972, and Chrysler was released from undertaking (vi) in December 1972. None of the remainder has been broken.'

Mr. Chataway was also asked if the assurances given by Chrysler in respect of their operations in the UK extended to the plant at Ryton-on-Dunsmore; and whether this meant that the Ryton plant could not be closed down, diminished in size or moved to another site without the assurances being broken. 'Chrysler's assurances apply generally to its operations in the United Kingdom,' Mr. Chataway replied. 'While they do not have the specific implications mentioned in the Question, Chrysler re-affirmed in December 1972 its intention of continuing the operations of Chrysler UK in manufacturing vehicles for the British market and for export and of utilising as fully as possible its extensive plants in the United Kingdom.'

Twenty-five largest UK companies

Sir Geoffrey Howe was asked to name the 25 companies in the United Kingdom with the largest number of employees, with the highest stock market quotation, the 25 largest joint stock companies registered and publicly quoted in the United Kingdom, the 25 companies in the United Kingdom with the largest trading profit, with the largest turnover, and the 25 largest United Kingdom companies quoted on the London Stock Exchange under the following criteria: (1) employees in the United Kingdom, (2) turnover, (3) trading profits before tax, and (4) market capitalisation at the last convenient date. Sir Geoffrey answered: 'The lists which follow are based on the most recent information readily available. The rankings depend upon the dates to which the information relates and are liable to change as further information becomes available. The dates are indicated in the lists; for some companies there are later figures for profits or turnover than for number of employees.

'The 25 largest quoted companies may be identified by omitting the non-quoted companies indicated by an asterisk, and adding the quoted companies next in order of size, which are also listed.

Companies with the largest number of employees in the UK

	Average number	Year ending
General Electric Company	181,000	31.3.72
British Leyland Motor Corporation	164,207	30.9.72
Imperial Chemical Industries	135,000	31.12.72
Courtaulds	128,046	31.3.72
Grand Metropolitan	88,969	30.9.72
Unilever	84,933	31.12.72
Guest Keen and Nettlefolds	77,045	31.12.72
Thorn Electrical Industries	76,192	31.3.72
Associated British Foods	75,975	31.3.72
Joseph Lucas Industries	72,292	31.7.72
*Ford Motor Company	67,000	31.12.72
Reed International	67,000	31.3.72
Hawker Siddeley Group	65,500	31.12.72
*Philips Electronic and Associated	64,065	31.12.71
Plessey	61,778	30.6.72
Imperial Group	61,000	31.10.72
Sears Holdings	59,000	31.1.72
Boots	58,772	31.3.72
Bass Charrington	58,341	30.9.72
Rank Hovis McDougall	57,179	31.8.72
F. W. Woolworth	56,020	31.12.72
Tube Investments	52,997	31.12.72
Dunlop Holdings	52,000	31.12.72
Allied Breweries	50,305	30.9.72
Cavenham	49,000	(at 1.4.72)

* Non-quoted company.

'The two quoted companies next in order are:

Great Universal Stores	48,998	31.3.72
Trust House Forte	45,000	31.10.72

Companies with the highest market capitalisation

	Estimated value of ordinary shares at June 15, 1973 £ million
British Petroleum	2,201
Shell Transport and Trading	1,845
Imperial Chemical Industries	1,310
Marks and Spencer	892
General Electric Company	756
Imperial Group	685
Unilever	666
Burmah Oil	645
British-American Tobacco	641
Great Universal Stores	633
Rank Organisation	620
Thorn Electrical Industries	545
Rio Tinto-Zinc	535
Distillers	528
Boots	475
Allied Breweries	421
Courtaulds	415
Bass Charrington	392
Beecham Group	388
Guest Keen and Nettlefolds	364
F. W. Woolworth	323
Grand Metropolitan	306
Sears Holdings	278
Consolidated Gold Fields	261
Reed International	254

Companies with the largest profits

(Companies have been ranked in order of total net profits, including non-trading income, not trading profits alone, because more up-to-date figures are available on this basis. The profits are net of depreciation but not interest and tax.)

	Net profits before interest and tax £ million	Year ending
British Petroleum	776	31.12.72
Imperial Chemical Industries	211	31.12.72
British-American Tobacco	178	30.9.72
Rio Tinto-Zinc	119	31.12.72
Shell Transport and Trading	118	31.12.72
*Rank-Xerox	112	31.10.72
Unilever	104	31.12.72
General Electric Company	92	31.3.72
Imperial Group	89	31.10.72
Courtaulds	86	31.3.73
Marks and Spencer	73	31.3.73
Distillers	70	31.3.72
Allied Breweries	64	30.9.72
Great Universal Stores	63	31.3.72
Esso Petroleum	62	31.12.72
Grand Metropolitan	61	30.9.72
Boots	58	31.3.72
*Ford Motor Company	56	31.12.72
Rank Organisation	56	31.10.72
Bass Charrington	54	30.9.72
Dunlop Holdings	53	31 12 72
Guest Keen and Nettlefolds	53	31.12.72
Thorn Electrical Industries	53	31.3.72
Reed International	52	31.3.73
Burmah Oil	52	31.12.72

* Non-quoted companies.

'The next two quoted companies in order are:

Sears Holdings	52	31.1.73
British Leyland Motor Corporation	52	30.9.72

Companies with the largest turnover

	Turnover £ million	Year ending
British Petroleum	3,431	31.12.72
Shell Transport and Trading	3,185†	31.12.72
British-American Tobacco	2,037	30.9.72
Imperial Chemical Industries	1,694	31.12.72
Unilever	1,539	31.12.72
Imperial Group	1,361	31.10.72
British Leyland Motor Corporation	1,281	30.9.72
General Electric Company	975	31.3.72
*Ford Motor Company	798	31.12.72
Courtaulds	777	31.3.73
Associated British Foods	728	31.3.73
Esso Petroleum	724	31.12.72
Dunlop Holdings	636	31.12.72
Guest Keen and Nettlefolds	623	31.12.72
Grand Metropolitan	606	30.9.72
*C. Czarnikow	605	30.9.72
Reed International	598	31.3.73
Bowater Corporation	595	31.12.72
Shipping Industrial Holdings	578	31.12.71
Rio Tinto-Zinc	558	31.12.72
Marks and Spencer	550	31.3.73
Gallaher	515	31.12.72
Great Universal Stores	503	31.3.72
Sears Holdings	486	31.3.73
Allied Breweries	484	30.9.72

* Non-quoted company.
† 40 per cent of turnover of Royal Dutch Shell Group.

'The two quoted companies next in order are:

Hawker Siddeley Group	466	31.12.72
British Insulated Callender's Cables	461	31.12.72

Concorde

In answer to a question on the cost of Concorde, Mr. Heseltine said: 'The latest estimate of total development costs in Britain and France is

£1,065 million at January 1973 prices. Of the total increase of £95 million compared to the previous estimate, £35 million is due to pay and price increases in Britain and France, £30 million to changes in the exchange rates, and the balance to revision of estimates and date for certification. The manufacturers are studying a number of possible improvements, in particular those relating to noise, for introduction after the aircraft enters service. The costs of these, if approved, would be additional to the current estimate.

'The estimate of £1,065 million is divided as follows between actual past expenditure and estimated future expenditure:

	British Government £m	French Government £m	Both Governments £m
Actual costs from November 29, 1962 to April 30, 1973 at the prices and exchange rate prevailing when the costs were incurred	380	350 (4,550 m. fr.	730
Estimated costs from April 30, 1973 to completion of programme at January 1973 prices and at an exchange rate of £1 = 11.44fr.	145	190 (2,210 m. fr.)	335
Total	525	540 (6,760 m. fr.)	1,065

'The differences between the latest estimate of £1,065 million at January 1973 prices and the former estimate of £970 million at January 1972 prices is as follows:

	£m
Former estimate at January 1972 prices:	970
Pay and price increases since January 1972:	35
Adjustment for variation in exchange rates:	30
Revision of Estimates:	10
Later date for obtaining Certificate of Airworthiness:	20
Present estimate at January 1973 prices:	1,065

Flight time limitations

A Member asked whether the Secretary of State would seek permission from the Civil Aviation Authority to make available the report of the committee inquiring into flight time limitations under the chairmanship of Group Captain Bader. He was told by Mr. Onslow that the Report was being published on June 22 and copies would be made available in the Vote Office. 'I understand that the Authority will invite comment from interested parties on the implementation of the proposals and recommendations,' said Mr. Onslow.

DTI staff in the EEC

Sir Geoffrey Howe was asked to state the number of officers in his department who had served or were serving upon committees in this country or abroad functioning as part of membership activity within the EEC, with the titles of the committees involved and the principal subjects under consideration. Sir Geoffrey replied: 'Disproportionate time and effort would be required to compile a comprehensive answer to this question. There are, for example, many Council and Commission Committees and Working Groups, some of an ad hoc nature, which have been, or are, attended by officials of the Department.

'On average, about 30 officials travel to Brussels each week and many of these visits are for the purpose of attending meetings of Committees or Working Groups; usually a smaller number of officials would be involved in formal meetings in the United Kingdom concerned with Community matters.

'The principal subjects which have been, or are, under discussion are industrial policy, energy policy, technical standards, right of establishment (self-employed persons), tariffs and trade, company law, competition policy, science and technology policy, regional policy, consumer protection, industrial pollution, insurance and cinematograph films.'

Private security firms

A Member asked Sir Geoffrey Howe to publish the number of contracts with details of the contracting parties and the purpose of such contracts, between the DTI and private security companies or firms. He answered that these contracts were small and entered into locally as occasion required; details of contracts could not be made available without disproportionate expenditure of time and effort. The purpose was the protection of public property. The services of these firms would continue to be used to protect public property when circumstances required, Sir Geoffrey said in reply to another question.

Sir Geoffrey was then asked what powers of search, detention or arrest without warrant, and of the exercise of force beyond common law and existing statutory powers conferred on persons other than constables were currently available to employees of private security companies or firms who had contracted with his department; and what plans he had to extend the powers of such persons. 'The answer to both parts of the question is: none,' he answered. The same question was then asked about private security companies or firms engaged in duties at airports or seaports in the United Kingdom; and if he would give precise details of plans to extend such powers.

'Private security organisations as such have no powers beyond those of any other private citizen to search, arrest or use force at airports,' was the answer.

Any change in this position would depend on the provisions of the Protection of Aircraft Bill, and I cannot anticipate the outcome of discussion on the remaining stages of this legislation.

'I am not aware of such powers either being available or being sought in respect of seaports.'

Sir Geoffrey was asked how many employees of private security companies or firms were now engaged in security work at airports or sea ports in the United Kingdom, specifying the number employed at each airport or sea port. 'Full information in the form requested is not available,' he said. 'Including their own employees, the British Airports Authority employ 190 civilians on security duties at their airports; BOAC 190 and British Caledonian 43 in the United Kingdom; and BEA 138 at Heathrow. No figures are available for seaports.'

MONDAY, JUNE 25

European Patent Convention

Sir Geoffrey Howe, when asked what modifications of the draft European Patent Convention would be sought at the Munich Conference in September, said that the draft European Patent Convention would be of advantage to the British inventor by enabling him to protect his invention both throughout the EEC and in other European countries by a single application. Sir Geoffrey continued: 'Consideration of the latest draft of the Convention has not yet been completed, but at present I do not see the need for seeking more than minor technical or drafting amendments.'

Insurance companies

Referring to 'public concern', a Member asked if the Secretary of State would urgently examine all forms of advertisement for cash in hospital only insurance schemes with a view to making immediate use of his powers under clause 41 of the Insurance Companies Bill when the legislation became law. Sir Geoffrey Howe answered: 'Clause 41 of the Insurance Companies Bill confers power to prescribe by regulations the form and contents of insurance advertisements, and to make different provision in relation to insurance advertisements of different classes or descriptions. Before making any regulations, I propose to consult interested organisations, and I should expect cash in hospital insurance schemes to be amongst the items considered. We have put down a new Clause in Committee dealing with misleading statements, etc. inducing a person to enter into a contract of insurance.'

Company law

'I hope to encourage constructive public discussion on the whole question of company structure before making any firm proposals in this field,' said Sir Geoffrey Howe, replying to a suggestion that he should take powers to require non-executive directors of public companies to make separate annual reports to the shareholders and to the employees, expressing their view as to the efficiency of the management and the propriety of their conduct.

Sir Geoffrey was also asked to include in his forthcoming legislation measures to prevent company shares being transferred to the chairman and managing directors of such companies. 'I am not aware of any need for a general prohibition on the acquisition by chairmen and managing directors of shares in their companies,' he answered.

Retail prices

Sir Geoffrey Howe was asked what further discussions had been held with representatives of the CBI and the Retail Trade Consortium concerning a revised Code for the guidance of the Price Commission during the autumn. 'The current talks with the TUC and CBI are exploring a wide range of subjects relevant to the overall objectives of the Counter-Inflation programme,' he answered. 'We are not, at present, considering the specific revision of the Code. When we do, we will consult the Retail Trade Consortium and all other interested parties, as required under the Counter-Inflation Act 1973.'

DTI staff

Mr. Walker was asked how many of all staff employed by his department at headquarters and in the regions were obtained from private employment agencies. He answered that private employment agencies were not normally used to obtain regular Departmental staff; but temporary staff to meet shortage mainly in the typing grades were hired from agencies. At present there were 225 such staff in headquarters and 10 in the regions.

Tied public houses

Asked whether a committee of inquiry would be established into the brewers' policy of switching public houses from tenants to managers, Sir Geoffrey Howe said: 'Management of tied houses is one of the subjects which I proposed to discuss when I meet the brewers shortly.'

International Computers Ltd.

A Member who asked how many shares were currently held by the Government in International Computers Ltd., was told by Mr. Chataway that ICL was a wholly-owned subsidiary of International Computers (Holdings) Ltd. 'The Government hold 3.5 million £1 Ordinary shares in IC(H), representing 10.49 per cent of the total issued share capital,' said Mr. Chataway.

In answer to a question on the amount of Government money invested in International

PARLIAMENT
continued

Computers Ltd. since January 1969, Mr. Chataway said: 'In the broad sense of the term, Government investment in the International Computers (Holdings) Ltd. group since January 1969 totals approximately £30 million. This is made up of the £3.15 million balance of the purchase price of the Government's £3.5 million shareholding acquired under the 1968 Computers Merger Scheme; the remaining £9.5 million of the £13.5 million grant towards the research and development expenditure of the group also provided under the 1968 arrangements; the £14.2 million for further R & D support which I announced last July; and about £3.1 million paid and committed under various cost-shared development contracts placed since January 1969.'

On-shore oil finds in Great Britain

Mr. Emery told a Member who asked how many on-shore oil finds there had been in Great Britain this year, that one company had announced the discovery of hydrocarbons in Lincolnshire. The extent of the discovery had not yet been determined.

Waste paper

Mr. Grant was asked to give for the last 10 years representative prices offered by waste paper processors to local authorities for clean, baled newspaper and cardboard, respectively, the average and total value and tonnages of imported wood pulp for paper and board manufacture, the number of local authorities salvaging waste paper in each year and the total tonnages salvaged, and the prices of waste paper and wood pulp imported, respectively.

He provided the following information:

A. Mill prices per tonne for waste paper and board[1]

	Fibre-board containers £	Clean baled newspapers £
1962	9.35	8.12
1964, June	9.35–9.60[2]	8.36–8.61[2]
1964, November	10.09–10.34	8.86–9.11
1967	9.84–10.09	8.86–9.11
1968	10.82–11.07	9.84–10.09
1969, April	11.32–11.57	10.82–11.07
1969, December	11.80–12.05	12.30–12.55
1971	12.00–12.25	12.50–12.75
1972	12.75–13.50[3]	12.75–13.50[3]
1973, April	14.75–15.50[3]	13.75–14.50[3]

Source: The British Paper and Board Makers' Association.

NOTES:
(1) From 1st April 1971 London boroughs obtained a premium from GLC of £1.25 per tonne and in addition Thames Board Mills paid 50p per tonne.
(2) Large bales.
(3) According to weight and geography.

B. Imported wood pulp and waste paper

	Wood pulp			Waste paper and board(4)
	Tonnage ('000)	Value £ million	Average value per tonne	Average value per tonne
1963	2353	96.2	41	18
1964	2667	114.7	43	17
1965	2620	115.4	44	19
1966	2643	113.4	43	17
1967	2422	104.7	43	23
1968	2618	126.9	48	17
1969	2597	135.5	52	17
1970	2734	167.0	61	18
1971	2032	133.0	65	25
1972	2190	140.4	64	22

Source: Overseas trade accounts
(4) Including scrap paper and board products for use in paper and board making.

C. In a report of the Local Authorities' Management Services and Computer Committee published in September 1971 it was stated that the total tonnage of waste paper collected by local authorities had remained reasonably stable at about 400,000 over the previous decade. The number of authorities collecting had fallen from over 1000 in 1961 to 451 in 1970, although this reduction was partly due to the reduction in the number of local authorities arising from successive reorganisations of local authorities.

Nuclear steel works

In an answer to a request for a statement on the concept of nuclear steel works and its implications for the future capital programme of the British Steel Corporation, Mr. Boardman said: 'The possible use of nuclear heat for steelmaking is currently being studied by several European steelmaking and nuclear interests, including the British Steel Corporation. But this concept is unlikely to find practical application within the period of the Corporation's 10 year development strategy.'

Substitute natural gas

A Member asked what plans had been submitted by the Gas Corporation for the setting up of substitute natural gas plants; and what was the estimated capital cost of such projects. 'British Gas are world leaders in the technology of producing substitute natural gas,' said Mr. Emery, 'and there is already limited manufacturing capacity in operation for the further development of these techniques, which could be expanded if and when necessary. No specific proposals to construct new production plants have however been put to me.'

Electricity demand

An inquiry was made about envisaged growth in electricity demand in the next five years; and what measures were being taken to meet this demand. Mr. Boardman answered that the Electricity Council announced in March that the simultaneous maximum demand for electricity in England and Wales under average cold spell weather conditions was expected to rise to 56,500 MW in the winter of 1978/79 compared with the peak demand of 40,639 MW met last winter. He was considering the programmes proposed by the Electricity Council and Boards for capital investment over the next five years, which were designed to meet this forecast demand for electricity.

Aircraft noise

In answer to a question on how much weighting was given to flight frequencies, and to the peak amount of noise in any one flight, respectively, in compiling the Noise and Number Index, Mr. Onslow said: 'The weightings in the formula are based on the findings of the Final Report of the Wilson Committee on the Problem of Noise published in July 1963 (Cmnd. 2056). The NNI scale was re-examined by the Research Sub-Committee of the Noise Advisory Council in 1972. They did not recommend any modification of the formula, which we still consider the best available measure of annoyance caused by aircraft noise.'

Booz-Allen report

In reply to questions about the Booz-Allen Report, Mr. Grant said that a number of observations on the Booz-Allen Report had now been received. A meeting had already been held with the Shipbuilders and Repairers National Association and meetings, as necessary, with other interested parties would follow prior to the formulation of long-term policy.

Export of cars to Japan

'My department is already in close touch with the motor industry about non-tariff barriers to trade,' said Mr. Chataway when asked to set up an inquiry into non-tariff barriers to the export of British cars to Japan.

Sales of UK cars

The following information for 1971 was given by Mr. Chataway in reply to a question on the penetration of foreign car markets by United Kingdom manufacturers with (*a*) commercial vehicles, and (*b*) motor cars.

UK vehicles as shares of total new registrations in major foreign markets

Main markets(*a*)	Commercial vehicles (per cent)	Motor cars (per cent)
Australia	11.6	14.4
Austria	9.3	17.5
Canada	0.2	4.0
France	0.7	1.7
Germany Fed. Rep.	0.2	0.8
Italy	0.8	4.1
Japan	negligible	negligible
Netherlands	17.7	10.0
New Zealand	57.0	56.1
Portugal	44.4	33.3
South Africa	21.2	19.6
Spain	24.4	7.0
USA	negligible	0.9

(*a*) Fuller analyses are given in the source quoted: a copy is in the library.
Source: *Motor industry in Great Britain 1972* published by the Society of Motor Manufacturers and Traders

TUESDAY, JUNE 26

Company registration

'The Registrar of Companies expects to have on computer record the number, name, address, date of incorporation and date of last annual return for each registered company by the end of 1973,' said Sir Geoffrey Howe in reply to a question.

Protection of Depositors Act

A Member asked how many prosecutions were brought in 1972 under the Protection of Depositors Act, 1963; and whether persons making short term loans to companies were adequately protected by that Act. Sir Geoffrey Howe replied that there were three successful prosecutions by the Department in 1972. Deposit-taking companies were required to provide—at

six-monthly intervals—detailed information regarding their finances which was designed to enable prospective depositors or depositors to form a reasonable view of the wisdom or otherwise of depositing, or continuing to deposit, money with the companies concerned.

Scottish airports

A Member asked: 'What is Her Majesty's Government's policy towards a central Scottish airport?' Mr. Heseltine said: 'The Government has no proposals for establishing a central Scottish airport. Although the possibility has been considered on a number of occasions, particularly with a view to replacing the existing airports at Edinburgh, Glasgow and Prestwick, no feasible site has been found which could be developed economically.'

Terminal facilities at London airports

Mr. Onslow was asked what was the cost of extending terminal facilities at existing London airports to handle the increased volume of traffic expected by 1985. He replied: 'The BAA estimates that it will be necessary to spend approximately £75 million on terminal facilities at the existing London airports to cater for the increased volume of traffic to 1980. The Authority's plans are based on the assumption that Maplin will be in operation after that date and although some further capital expenditure will be required at the Authority's other airports detailed forecasts have not yet been made.'

Output of the car industry

Information was requested on the total volume output of the car industry last year and the number of people working in the industry; and the figures for each of the previous nine years. Mr. Grant, replying, said: 'The total volume output of the car industry as measured by the component of the current Index of Industrial Production corresponding to "Motor Vehicle Manufacturing" (Minimum List Heading 381 of the Standard Industrial Classification) is given in Table A.

TABLE A

	1963	1964	1965	1966	1967
Index No.	100	113	114	113	108
	1968	1969	1970	1971	1972
Index No.	123	128	130	132	136

'The net output of the industry in 1963 was £721 million.

'The estimated number of employees in employment in the industry at June each year is given in Table B.'

TABLE B

	1963	1964	1965	1966	1967
Employees in employment thousands	450	481	496	498 (500)	470
	1968	1969	1970	1971	1972
Employees in employment thousands	474	502 (493)	512	508	492 (provisional)

Source: Department of Employment.

Note: In the years 1966 and 1969 there were changes in the estimates due mainly to revisions in industrial classification; revised estimates for these two years are shown in brackets. The unbracketed figures in the following years are on the revised bases and are comparable with the last preceding figure in brackets.

Supplies of polystyrene

Questions were asked about arrangements to ensure adequate supplies of polystyrene for medical equipment manufacturers for the duration of the present shortage of polystyrene, and if the highest priority would be given to making supplies available to medical equipment manufacturers. Mr. Grant answered: 'My right hon. Friend has no power to allocate supplies of polystyrene to specific uses. The Department has nevertheless been in touch with the British Plastics Federation whose Thermoplastics Group are making every effort to ensure that supplies are maintained to manufacturers of medical equipment.'

WEDNESDAY, JUNE 27

Roche Products Ltd.

The following statement was made by Sir Geoffrey Howe in answer to a question. 'The prices of certain drugs mainly Librium and Valium supplied in this country by Roche Products Limited have been reduced by the Regulation of Prices (Tranquillising Drugs) Order 1973 following the Monopolies Commission report.

'I have to tell the House that the company through their solicitors have given notice to the Government that unless the Government agrees to certain conditions in connection with the possible repayment of monies representing the difference between the pre-Order and post-Order prices Roche intends to disregard the Order and to raise prices to the pre-Order levels at noon tomorrow. I am placing copies of the letter of June 25 from the company's solicitors in the library.

'It has been reported that without waiting for the Government's reply they today informed pharmaceutical wholesalers that prices have been raised in breach of the Order as from 9 a.m. today, but I have subsequently been informed by the company's solicitors that this is not the case.

'The Government is ready to seek an injunction in the High Court to secure compliance with the Order. The Government will continue with the arrangements for the debates on the motions in both Houses for an affirmative resolution on the Regulation of Prices (Tranquillising Drugs) (No. 3) Order 1973.

'Roche's threatened non-compliance with the Order has caused great uncertainty and possible financial risk to thousands of retail and wholesale chemists. My right hon. Friend the Secretary of State for Social Services is watching the position carefully but sees no need for immediate action.'

Steel lining for Channel Tunnel

Mr. Boardman was asked to estimate the quantity of steel required for lining the projected Channel Tunnel, further for laying the rail track and associated works; and whether the UK industry and market was in a position to meet it. He said that present indications were that the UK share of the project might require up to 100,000 tonnes of reinforcing steel, 20,000 tonnes of rails and 20,000 tonnes of steel for rolling stock. These quantities should be well within the capacity of the steel industry to supply over the period required.

Enriched uranium

Mr. Grant was asked to what extent the UK was helping to formulate a Community strategy for the procurement of enriched uranium. 'The Council of Ministers on May 22 and 23 set up a Permanent Committee on Uranium Enrichment to advise on a Community policy in this field,' he answered. 'The UK has three representatives on this Committee—from DTI, CEGB and BNFL. It is to prepare a report by the end of October 1973 which the Council of Ministers will consider before the end of this year.'

Nuclear heat for steelmaking

A Member asked what progress had been made in the use of nuclear heat for steelmaking in the UK; and to what extent British research compared with that in the Federal Republic of Germany. Mr. Emery replied: 'The British Steel Corporation, in collaboration with the United Kingdom Atomic Energy Authority and the OECD Dragon project, has, for some time, been examining the possible long-term application of very high temperature nuclear technology for steelmaking. The Corporation is now playing a leading role in exploring the prospects for European collaboration and has been instrumental in drawing together international interests in steelmaking and nuclear plant manufacture to further this technology. The relevant research in the Federal Republic of Germany on this nuclear technology forms part of their general programme on high temperature reactors for electricity generation but there is in addition a high temperature research facility using helium.'

Pit closures in Scotland

Asked to make a statement on the most recent information about the consequences of pit closures in Scotland, Mr. Emery said: 'I understand from the National Coal Board that Dollar colliery closed in May and that Auchencruive and Easton collieries will close on July 13 because of exhaustion of coal. Production at Maxwell colliery ceased for a period earlier this month because of a "heating" but has since been resumed on a reduced scale. The future of this colliery is being considered by the Board.'

EEC tariff cuts

Sir Geoffrey Howe was asked to give the Government's reaction to the EEC Commission's request that the second cut of 20 per cent in tariffs between the Nine should be advanced from January 1, 1974 to July 1, 1973. 'We welcome the inclusion of this proposal on the agenda for the discussion at the meeting of the Council (Finance Ministers), which my Rt. hon. Friend the Chancellor of the Exchequer will be attending in Luxembourg tomorrow,' he said.

Consolidated Tin Smelters Ltd.

Mr. Walker was asked to make a statement on the liquidation of Williams Harvey and Company earlier this month, the prospects of maintaining production and employment in the tin smelter at Kirkby, near Liverpool, the circumstances of the takeover bid for Consolidated Tin Smelters Ltd. in 1972, the activities in all these respects of an overseas controlling company namely Patino NV; and whether he would now reverse his department's decision rejecting a proposal for an inquiry under the Companies Act, 1948. Mr. Walker answered: 'Consolidated Tin Smelters Ltd. announced on June 8 that, in view of heavy and continuing losses, their wholly owned subsidiary Williams Harvey and Co. Ltd. would go into a creditors' voluntary liquidation. The business is now operating under the control of the liquidator. I understand that he is looking carefully into the possibility of keeping the smelters operating. My Department is keeping in close touch with developments. On the basis of the evidence currently available to me, I can see no grounds for investigating these companies under the powers conferred on me by the Companies Acts.'

Industrial development

Mr. Grant answered questions on industrial development in Mosshill, Leek and West Derbyshire.

GOVERNMENT SALES

MINISTRY OF DEFENCE

July 10, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel: 08692-2073)

Approx 800 lots of miscellaneous stores, including furniture; kitchen and household utensils; clothing; a quantity of khaki greatcoats; trouser liners; a quantity of Commando boots; plastic insoles; oscillators; switches; electrical cable; groundsheets; tyres; camping equipment; machine and hand tools; wrist watches; wireless receivers; garage 11 ft. x 8 ft. x 6 ft.; electric hand lamps; scrap metal and textiles; vehicles including four Bedford Fire Tenders, etc.

July 25, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford HR4 8DS

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford HR4 9DB (Tel: 0432-55441)

Miscellaneous stores including 23 vehicles; 13 fork lift trucks; generators; compressors; machine hand tools; charging sets; tyres; batteries; tarpaulins; arc welding sets; hydraulic and screw jacks; binoculars; watches; cameras; furniture; 24,000 soup bowls; clothing, including greatcoats, jerseys, trousers; white and coloured blankets; scrap rags and canvas; aircraft, MT, wireless and electrical spares; kitchen and household utensils; quantity of EPNS tableware, etc.

August 8, 1973 Miscellaneous Stores

Location: Auctioneers Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Miscellaneous stores including clothing; textiles; mixed rags; tentage; furniture; kitchen equipment; lamps; lanterns; clocks and watches; binoculars; telescopes; electrical spares and instruments; batteries and tyres; machine and hand tools, etc.

Catalogues for the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale.

Sale by Tender Machine Tools

Borer; bench, pedestal and radial drills; surface grinders; turret and centre lathes; horizontal and universal millers; sawing, shaping and sheetmetalworking machines, etc.

Locations: Holton Heath, Dorset and Woolston, Hants.

Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE.

Tenders must be returned by 10 a.m. July 26, 1973.

DEPARTMENT OF TRADE AND INDUSTRY

Ships for Sale

Offers are invited for the purchase of the undermentioned tug 'as lying' at Great Harbour, Greenock.

'CHAINSHOT' Steel, built 1945. GT 56. NT 17. Length (BP) 66 ft. Breadth (mld) 18 ft. 6 in. Depth (mld) 8 ft. 6 in. Light Displacement 117 tons. Engine: Single screw, diesel, by Newbury Diesel Co. Ltd. BHP 350.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "CHAINSHOT"' and must be received not later than *noon* on August 2, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

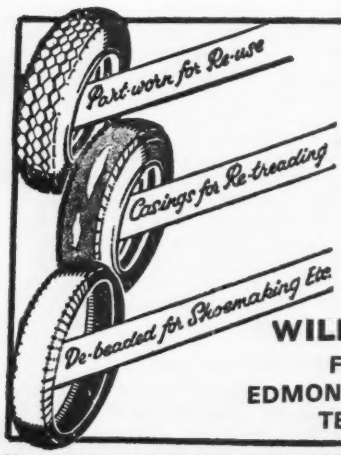
Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Naval Base, Portsmouth.

'TID 3' Steel, built 1943. GT 54. NT not available. Length (BP) 65 ft. Breadth (mld) 17 ft. Depth (mld) 8 ft. Light Displacement 86 tons. Engine: Single screw, coal-fired, steam reciprocating compound, by John Dickinson, Sunderland. IHP 220.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "TID 3"' and must be received not later than *noon* on July 19, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.



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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	37	−692	729
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	61	−122	183
2nd qtr	126	126	144	122	185	−90	−142	−5	31	116	−53	169
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−104	−284	180
4th qtr	130			121 p	183 p	0	1	11	−6	− 36	−233	197
1973 1st qtr										−189 p	−363 p	174 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	123.5	125.6	102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970	124.9	127.2	103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971	125.8	126.7	103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	194
1972	129.9	130.8	110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 1st qtr	125.0	126.4	101.8	91	147.9	8.6	103.0	106.3	85.5	634	2.8	150	186	188
2nd qtr	125.8	127.0	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	212	197
3rd qtr	126.5	127.1	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	193
4th qtr	125.8	126.4	105.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	199
1972 1st qtr	130.0	125.0	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	129.9	129.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	131.3	131.8	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	135.4	137.1	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	259
1973 1st qtr	138.4	140.4	117.1	145	172.4	8.0	126.0	119.5	108.7 p	665	2.9	229	246	275
1972 Aug	130.8	131.7	111.9	156	165.5	6.6	109.6	115.7	103.5	808	3.6	147	137	182
Sep	132.7	132.8	111.0	139	166.4	7.0	110.7	116.4	106.8	812	3.6	150	230	264
Oct	134.5	135.6	112.4	149	168.7	7.9	112.9	117.3	107.6	779	3.4	163	251	260
Nov	135.5	137.2	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	136.1	138.3	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3 2	188	235	255
1973 Jan	136.7	137.7	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	138.4	140.5	117.1	146	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	268
Mar	140.0	143.0	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	140.6	141.9	111.1	125	176.7	9.2	129.3	118.8*	111.8 p	617	2.7	275	267	275
May			110.7	133 p			130.2	120.0		599	2.6	296	255 p	308 p
June										590p	2.6 p	307		
% change latest 3 months:														
on prev. 3 months	+2.6	+3.0	−1.5	−1.9	+2.3		+5.9	+0.5	+1.8	−9.4		+27.8	+4.8	+12.1
on a year earlier	+12.6	+13.3	+5.9	+0	+8.4		+22.3	+5.9	+14.1	−28.0		+116.3	+23.7	+35.0

(‡) Not seasonally adjusted (§) On a balance of payments basis. * After April, affected by changes due to VAT

Vehicle production in May

Summary

INTERRUPTIONS caused by industrial disputes have again affected the output of the motor vehicle industry in the five-week period of account for May 1973. Average weekly rates of production remained lower than a year ago for both cars and commercial vehicles. Taking three monthly comparisons, total output in seasonally adjusted terms was markedly lower in March-May than in the preceding three months.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Cars

In the five-week period ending June 2 the total number of passenger cars produced was 173,640, giving a weekly average of 34,728 units. The rate of production was 19 per cent lower than the exceptionally high output achieved in May last year. The greater part of this decrease was in production for the home market, which fell by 23 per cent, while export production was 11 per cent lower. During

TABLE 1. RECORDED PRODUCTION

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52								
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13	277,386	118,992	396,378	30,491	53,114	27,161	80,275	6,175
4th quarter	13	371,624	159,040	530,664	40,820	83,828	37,259	121,087	9,314
1973 1st quarter	13	320,051	159,637	479,688	36,899	69,954	36,346	106,300	8,177
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,628	7,364	21,992	5,498
August	4	85,880	32,751	118,631	29,658	15,019	6,873	21,892	5,473
September	5	121,018	54,829	175,847	35,169	23,467	12,924	36,391	7,278
October	4	117,734	50,786	168,520	42,130	25,617	11,029	36,646	9,162
November	4	125,118	49,527	174,645	43,661	28,866	12,194	41,060	10,265
December	5	128,772	58,727	187,499	37,500	29,345	14,036	43,381	8,676
1973 January	5	135,970	62,089	198,059	39,612	28,419	12,597	41,016	8,203
February	4	89,426	48,590	138,016	34,504	21,401	12,054	33,455	8,364
March	4	94,655	48,958	143,613	35,903	20,134	11,695	31,829	7,957
April	4	80,647	45,620	126,267	31,567	18,955	11,278	30,233	7,558
May	5	111,333	62,307	173,640	34,728	26,613	13,684	40,297	8,059
June	4								
July	4								
August	5								
September	4								
October	5								
November	4								
December	4								

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the first five months of 1973 production was 7 per cent lower than in the same months of 1972, with similar rates of decrease to home and export markets.

In seasonally adjusted terms (table 2) total production for the latest three months (March to May) was 14 per cent less than in the preceding three months; production for the home market was 16 per cent lower and exports decreased by 9 per cent.

Commercial vehicles

40,297 commercial vehicles were produced during the current five-week period, with the weekly average rate some 16 per cent down on May 1972. The greater fall was on the export side, which showed a decrease of 21 per cent; production for the home market was lower by 14 per cent. Viewed cumulatively, total production of commercial vehicles in January to May 1973 was a little (2 per cent) higher than during the first five months of 1972.

Comparing production for the latest periods of three months, total output was 9 per cent lower, seasonally adjusted in March to May, wholly owing to a decrease of 13 per cent in the home market.

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973						
1972 1st quarter	94	50	144	19.7	9.5	29.2
2nd quarter	108	51	157	22.1	12.4	34.5
3rd quarter	111	48	159	21.4	11.0	32.4
4th quarter	125	55	180	27.7	12.2	39.9
1973 1st quarter	96	48	144	21.4	11.1	32.5
2nd quarter						
3rd quarter						
4th quarter						
1972 January	90	50	140	20.9	9.4	30.3
February	82	44	126	17.1	7.9	25.0
March	110	57	167	21.0	11.3	32.3
April	94	52	146	20.8	11.8	32.6
May	112	53	165	23.9	13.5	37.4
June	112	47	159	21.7	11.8	33.5
July	110	47	157	22.4	10.5	32.9
August	114	44	158	21.2	10.3	31.5
September	110	53	163	20.4	12.2	32.6
October	118	55	173	26.0	11.4	37.4
November	132	53	185	29.5	12.1	41.6
December	124	58	182	27.7	13.1	40.8
1973 January	107	52	159	22.1	10.1	32.2
February	88	45	133	21.5	11.4	32.9
March	94	47	141	20.6	11.7	32.3
April	85	45	130	19.9	11.8	31.7
May	88	49	137	21.3	10.9	32.2
June						
Average of:						
Nov. 1972-Jan. 1973	106	52	158	23.8	11.5	35.3
Feb.-Apr. 1973	89	47	136	20.7	11.5	32.1
Percentage change	−16	−9	−14	−13	N/C	−9

Index of retail prices for April

THE index of retail prices for all items for May 22, 1973 was 178.0 (January 16, 1962 = 100). This represents an increase of 0.7 per cent on April (176.7) and of 9.5 per cent on May 1972 (162.6).

The index for all items excluding food in May 1973 was 173.2—an increase of 0.4 per cent (0.7 points) on April.

The index for food in May was 193.3—an increase of 1.8 per cent (3.4 points) on April.

The rise in the all items index in May was due mainly to higher prices for potatoes and some other vegetables, meat, bacon, petrol, clothing and footwear, and higher rents for some local authority dwellings. There were reductions in the average prices of tomatoes and household coal and coke.

The movements for the main groups of the index are shown in Table 2.

TABLE 1

	All items		All items except seasonal food			
				Percentage change over		
	Index January 16, 1962 = 100	Percentage change over previous 12 months	Index January 16, 1962 = 100	1 month	6 months	6 months at an annual rate*
1972						
December	170.2	+7.7	169.7	+0.4	+3.9	+8.0
1973						
January	171.3	+7.7	170.8	+0.6	+4.1	+8.5
February	172.4	+7.9	171.4	+0.4	+3.8	+7.8
March	173.4	+8.2	171.9	+0.3	+3.4	+7.0
April	176.7	+9.2	174.6	+1.6	+3.5	+7.1
May	178.0	+9.5	175.5	+0.5	+3.8	+7.7

* Calculated at a compound rate.

TABLE 2. GENERAL INDEX OF RETAIL PRICES

	Indices (January 16, 1962 = 100)		Percentage change
	April 17, 1973	May 22, 1973	April 17 to May 22
All items	176.7	178.0	+0.7
All items excluding food	172.5	173.2	+0.4
Food	189.9	193.3	+1.8
Seasonal food	232.6	243.9	+4.9
Other food	182.1	184.0	+1.0
Alcoholic drink	164.5	164.0	−0.3
Tobacco	141.0	141.0	Nil
Housing	210.2	212.0	+0.9
Fuel and light	178.3	175.2	−1.7
Durable household goods	145.6	145.9	+0.2
Clothing and footwear	150.7	152.4	+1.1
Transport and vehicles	161.8	163.6	+1.1
Miscellaneous goods	170.8	171.2	+0.2
Services	201.9	202.9	+0.5
Meals out	211.6	212.8	+0.6

New companies incorporated in Northern Ireland during May

DURING May 1973 86 private companies with a total nominal capital of £481,000 were registered in Northern Ireland.

During the period January-May 290 companies with a total nominal capital of £2,682,360 were incorporated as compared with 190 companies with a total nominal capital of just over £1,164,000 incorporated in the same period in 1972.

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Household food consumption in the first quarter of 1973

THE main results of the National Food Survey in the first quarter of 1973 are summarised in the accompanying tables. The estimates, which were derived from records provided by a sample of 2,145 households throughout Great Britain, are directly comparable with results obtained in 1972 but not with those for 1971 because of improvements introduced into the Survey in January 1972 (see footnote).

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) was £2.59 per person per week in the first quarter of 1973, 9p (3.5 per cent) more than in the previous quarter. The main changes were increased spending on meat, poultry, meat products and vegetables, and a decrease in expenditure on cereal products such as flour, bread and cakes and biscuits. Compared with a year previously, expenditure rose by 25p (10.9 per cent), partly due to increased spending on meat, fruit and vegetables and partly to some transfer of demand to convenience foods.

Footnote: The improvements included a revised method of defining the number of persons in the household when some are absent from home for part of the period of the Survey, and the inclusion in the Survey of some households which would formerly have been excluded because *all* household members were obtaining most of their meals away from home. The effect of these improvements on the Survey averages of expenditure and consumption is that from 1972 onwards they are approximately 1½ per cent lower than they otherwise would have been. The nutritional estimates in Table 3 were not affected by the change.

Average consumption of liquid milk showed a further small rise to 4.8 pints per person per week. Purchases of cheese continued their resumed upward trend, reaching 3.6 oz, the same level as a year previously.

Consumption of butter rose from 4.5 oz to 5.1 oz over the 12 months while there was a corresponding decline in purchases of margarine to 3.2 oz. There was little change in purchases of other fats. Purchases of eggs, although higher than in the previous quarter, were still slightly lower than a year earlier. Consumption of sugar and preserves resumed a downward trend.

Consumption of carcase meat averaged 14.5 oz, about 1 oz less than in the previous quarter and the first quarter of 1972. This reflected lower supplies of beef, but increased purchases of lamb and pork partly compensated for this. Consumption of poultry reached a record level of 6.2 oz per person per week. Over the year there were small decreases in the consumption of bacon, ham and sausages, but these were offset by a further increase in purchases of canned meat. There was little change in purchases of offals and other meat products. Overall consumption of fish was substantially the same as for the first quarter of 1972, the continued downward trend in fresh and processed fish being offset by the rising trend for frozen fish and fish products.

Vegetables

Household purchases of raw potatoes, at 47.6 oz per person per week, were at almost the same level as in the first quarter of the previous year; expenditure on these potatoes averaged 5.9p compared with 2.4p on all forms of processed potato bought for consumption in the home. Consumption of fresh green vegetables was a little greater than the year before at 11.5 oz, while that of other fresh vegetables was maintained at 11.2 oz. Average purchases of frozen vegetables rose to 2.6 oz per person per week compared with 2.1 oz a year earlier; there was also some growth over the year in consumption of canned beans (4.1 oz compared with 3.7 oz) but consump-

TABLE 1. ESTIMATES OF AVERAGE HOUSEHOLD FOOD CONSUMPTION

oz. per person per week (a)

	Year 1971 (b)	Year 1972	1st quarter 1972	4th quarter 1972	1st quarter 1973
	£	£	£	£	£
Total household food expenditure	2.31	2.41	2.33	2.50	2.59
Liquid milk (pints)	4.74	4.62	4.56	4.73	4.83
other milk (eq. pints)	0.38	0.40	0.42	0.40	0.36
Cheese	3.63	3.53	3.62	3.54	3.63
Butter	5.53	4.79	4.48	5.21	5.12
Margarine	3.15	3.52	3.90	3.24	3.21
Lard and compound cooking fats	1.98	1.89	2.03	1.93	2.02
Eggs: purchases (number)	4.37	4.24	4.29	4.20	4.25
consumption (number)	4.55	4.41	4.50	4.30	4.34
Preserves	2.71	2.56	2.84	2.62	2.59
Sugar	15.80	15.02	15.56	15.03	14.23
Beef and veal	7.96	6.90	7.59	7.18	6.26
Mutton and lamb	5.41	4.96	4.87	5.21	4.98
Pork	3.04	3.10	3.21	3.16	3.29
Bacon and ham, uncooked	5.12	4.68	4.96	4.58	4.66
Bacon and ham, cooked (including canned)	0.92	0.96	0.75	0.99	0.82
Poultry and cooked chicken	4.92	5.69	5.83	5.49	6.18
Other cooked meat (not canned)	0.68	0.63	0.61	0.56	0.51
Other canned meat	2.24	2.40	2.21	2.44	2.50
Offals	1.29	1.24	1.33	1.32	1.35
Sausages, uncooked	3.69	3.55	3.68	3.57	3.37
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.71	0.72	0.71	0.68	0.76
all other (not quick-frozen)	2.20	2.28	2.38	2.27	2.30
Fish, fresh and processed	3.61	3.34	3.35	3.26	3.31
Canned fish	0.63	0.67	0.59	0.63	0.61
Fish and fish products, quick-frozen	0.91	1.04	1.04	1.03	1.09
Fresh green vegetables	13.39	13.28	11.21	13.33	11.53
Tomatoes fresh	3.99	3.66	1.95	3.42	2.15
Other fresh vegetables	10.57	9.86	11.17	11.24	11.20
Quick-frozen vegetables	1.85	2.17	2.05	2.32	2.57
Canned tomatoes	0.85	0.98	1.12	0.91	1.06
Canned peas	2.84	2.95	2.90	2.86	2.87
Canned beans	3.60	3.72	3.71	3.63	4.08
Potatoes (excluding processed):					
purchases	45.65	42.76	47.98	44.73	47.59
consumption	49.18	46.70	51.26	48.90	49.36
Citrus fruit	5.59	4.80	6.04	4.07	7.42
Bananas	3.12	2.88	2.57	3.08	2.73
Apples	7.80	6.57	7.26	6.71	6.01
All other fresh fruit	3.56	3.29	1.66	2.02	1.19
Canned fruit	4.48	4.34	4.01	4.47	4.27
Dried fruit, nuts and fruit and nut products	1.28	1.26	0.96	2.21	1.05
Flour	5.86	5.42	5.51	5.62	6.28
White bread	29.87	28.64	29.09	27.40	26.94
Brown, wholewheat and wholemeal bread	3.07	2.86	2.93	2.95	2.85
Other bread	2.82	2.94	2.72	3.12	2.81
Buns, scones and teacakes	1.42	1.28	1.65	1.31	1.17
Cakes and pastries	4.04	3.83	3.55	3.91	3.62
Chocolate biscuits	1.00	1.03	1.01	1.06	1.10
Other biscuits	4.80	4.59	4.28	4.63	4.38
Breakfast cereals	2.68	2.86	2.49	2.98	2.69
Oatmeal and oat products	0.53	0.58	0.86	0.61	0.61
Canned milk puddings	1.68	1.52	1.57	1.62	1.83
Tea	2.39	2.24	2.26	2.32	2.15
Instant coffee	0.44	0.46	0.46	0.50	0.48
Canned soups	3.09	3.23	3.72	3.82	3.96
Pickles and sauces	1.51	1.57	1.50	1.72	1.43

(a) Except where otherwise stated.
(b) Figures for 1971 not directly comparable with those for later years: see first paragraph of text.

Source: Ministry of Agriculture, Fisheries and Food.

tion of canned peas remained steady at 2.9 oz. Despite the easing of mport restrictions, consumption of apples averaged 6.0 oz per person per week compared with 7.3 oz a year previously, and pears 0.6 oz compared with 1.0 oz; these decreases were, however, offset by increases for citrus fruit, bananas and canned fruit.

Purchases of bread again declined to 32.6 oz per person per week, the trend having been almost continuously downwards for many years. Consumption of cakes, pastries, biscuits and breakfast cereals was slightly greater than in the corresponding period of the previous year but purchases of buns, scones, teacakes and oatmeal and oat products were rather lower. The smoothed trend for instant coffee continued to rise and that for tea to fall.

The energy value and nutrient content of the national average diet were broadly similar to those in the first quarter of 1972, the principal change over the year being an increase for vitamin C (Table 3). The smallness of the sample of nutritionally more vulnerable households with four or more children precludes consideration of values for single quarters, but the energy and nutrient content of their average diet over the last 12 months compared favourably with that in the last two calendar years. Dietary intakes of all nutrients except Vitamin D (see note (b) Table 3) were substantially greater than those recommended by the Department of Health and Social Security. All the figures in Table 3 allow for plate and kitchen wastage of 10 per cent of the edible portion of the food obtained for consumption, and also allow for expected losses of nutrients in cooking.

TABLE 2. ESTIMATES OF AVERAGE HOUSEHOLD FOOD EXPENDITURE

new pence per person per week

	Year 1971 (a)	Year 1972	1st quarter 1972	4th quarter 1972	1st quarter 1973
Total household food expenditure	230.52	240.80	233.39	250.07	258.78
Liquid milk	23.79	24.20	24.58	25.86	25.98
Other milk	2.12	2.57	2.36	2.56	2.43
Cheese	5.71	7.16	7.10	7.38	7.61
Butter	8.23	7.65	8.24	7.28	6.97
Margarine	2.65	3.01	3.42	2.74	2.72
Lard and compound cooking fats	1.22	1.14	1.27	1.12	1.18
Eggs	8.83	7.56	8.07	7.71	8.72
Preserves	1.86	1.94	2.05	2.04	2.08
Sugar	4.11	4.44	4.91	4.46	4.02
Beef and veal	18.96	18.46	18.87	20.29	21.10
Mutton and lamb	9.14	9.66	8.55	10.85	11.15
Pork	5.78	6.55	6.47	7.17	8.45
Bacon and ham, uncooked	9.32	9.70	9.54	10.58	11.54
Bacon and ham, cooked (including canned)	3.13	3.32	2.62	3.47	2.99
Poultry and cooked chicken	6.10	6.93	6.85	6.95	8.43
Other cooked meat (not canned)	1.70	1.74	1.65	1.60	1.55
Other canned meat	3.53	4.18	3.60	4.46	4.63
Offals	2.12	2.16	2.23	2.31	2.72
Sausages, uncooked	4.62	4.85	4.78	5.10	5.16
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.99	1.06	1.04	1.06	1.17
all others (not quick-frozen)	3.33	3.71	3.82	3.85	4.35
Fish, fresh and processed	6.11	6.48	6.27	6.61	7.24
Canned fish	1.80	1.96	1.70	1.92	1.78
Fish and fish products, quick-frozen	1.76	2.20	2.11	2.27	2.49
Fresh green vegetables	3.94	4.32	3.77	4.03	4.44
Tomatoes fresh	3.56	3.52	2.43	2.46	2.89
Other fresh vegetables	3.70	3.91	3.85	4.03	4.78
Quick-frozen vegetables	1.88	2.07	2.03	2.03	2.45
Canned tomatoes	0.42	0.46	0.53	0.43	0.55
Canned peas	1.19	1.31	1.27	1.29	1.28
Canned beans	1.59	1.81	1.75	1.84	1.94
Potatoes (excluding processed)	5.61	5.79	4.98	5.12	5.92
Citrus fruit	2.65	2.50	2.84	2.56	3.88
Bananas	1.56	1.62	1.33	1.81	1.54
Apples	3.42	3.44	3.16	3.55	4.23
All other fresh fruit	1.80	1.90	0.96	1.20	0.95
Canned fruit	2.82	2.84	2.55	2.97	2.95
Dried fruit, nuts and fruit and nut products	1.30	1.38	1.05	2.53	1.25
Flour	1.36	1.33	1.32	1.47	1.54
White bread	10.69	11.02	10.92	10.88	10.68
Brown, wholemeat and wholemeal bread	1.35	1.38	1.38	1.47	1.41
Other bread	2.21	2.49	2.22	2.69	2.40
Buns, scones and teacakes	1.28	1.34	1.71	1.36	1.17
Cakes and pastries	5.28	5.54	4.97	5.94	5.41
Chocolate biscuits	1.74	1.96	1.98	2.05	2.13
Other biscuits	4.31	4.44	3.95	4.67	4.22
Breakfast cereals	2.48	2.73	2.31	2.85	2.59
Oatmeal and oat products	0.28	0.34	0.47	0.37	0.33
Canned milk puddings	0.64	0.66	0.65	0.73	0.81
Tea	5.15	4.81	4.88	5.00	4.78
Instant coffee	2.86	2.91	2.92	3.20	3.17
Canned soups	1.48	1.65	1.78	2.02	2.09
Pickles and sauces	1.30	1.42	1.34	1.62	1.35

(a) Figures for 1971 are not directly comparable with those for later years see first paragraph of text.

Source: Ministry of Agriculture, Fisheries and Food.

TABLE 3. ENERGY VALUE AND NUTRIENT CONTENT OF THE HOUSEHOLD DIET AS A PERCENTAGE OF RECOMMENDED INTAKES(a)

	National averages					Households with four or more children			
	Year 1971	Year 1972	1st quarter 1972	4th quarter 1972	1st quarter 1973	Year 1971	Year 1972	Averages of the January-March quarters in the three most recent years	Moving averages year ended January-March 1973
Energy	107	105	105	108	105	97	98	98	98
Protein	124	125	125	128	126	110	114	111	114
Calcium	193	189	188	194	193	163	157	159	160
Iron	122	122	122	127	119	104	111	105	110
Thiamin	124	136	135	140	134	116	137	127	137
Riboflavin	128	149	145	154	150	126	160	146	163
Nicotinic acid equivalent	190	192	193	199	195	174	188	180	190
Vitamin C	186	177	154	179	163	160	151	127	156
Vitamin A (Retinol equivalent)	197	196	198	208	194	188	179	183	181
Vitamin D (b)	85	87	90	86	88	64	67	69	71

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom.* Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.

(b) The Survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Sales and orders (SIC orders VII, VIII and IX) Trends in March

ENGINEERING orders-on-hand and sales to the home market have continued to show strong upward movements up to the end of March. Export sales have levelled off at a high rate after their previous fast growth and net new export orders have also lost their upward trend.

Provisional trend estimates now available indicate that the volume of total sales has continued to rise, with an increase of 3½ per cent between December and March. Sales to the home market have increased by 5½ per cent over this period but the trend in export sales has eased back after previous strong growth.

Total net new orders have continued to increase with a rise in trend of 4½ per cent over the last three months, entirely in respect of the strong inflow of net new home orders, no doubt in association with the recovery in manufacturing investment. Net new export orders have fallen back but the recent trend estimates are still higher than the trend level of sales, and export orders-on-hand have continued to rise (by 3 per cent). Home and total orders-on-hand have also shown a similar rise between December and March.

Revisions to the seasonally adjusted index numbers have reduced the levels of total sales for earlier months, because of improved response, particularly in the electrical engineering industry. Further data, only just received, indicate that there will be downward revisions, mainly affecting export sales, when he April figures are published. These are not expected to significantly modify the directions of the trends reported above.

The new results published in this table for the combined engineering industries (SIC Orders VII, VIII and IX) are based upon an inquiry relating to March 1973, and the response of 73 per cent to the inquiry is considered sufficient of the provisional estimates for this month. Taking into account the returns now received for December 1972, January and February 1973, the response rates for these months were 91, 81 and 75 per cent respectively.

Business Monitor PM ENG, Engineering (Volume indices of sales and orders), which provides more detailed statistical tables and analyses of the engineering industries, is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand and net new orders, for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical engineering, instrument engineering and electrical engineering respectively).

INDEX NUMBERS FOR THE COMBINED ENGINEERING INDUSTRIES (SIC ORDERS VII, VIII AND IX) (a)

Volume index numbers: Orders-on-hand, December 1963 unadjusted = 100 Net new orders and sales, 1963 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend Estimates									
1971 August	117	139	136	100	134	132	176	150	145
November	118	141	137	102	141	135	176	140	143
1972 February	119	145	143	103	148	144	177	136	140
May	119	143	145	103	147	149	177	134	136
1972 July	120	151	148	104	157	152	177	137	137
August	121	155	149	105	160	153	178	141	140
September	122	157	151	106	161	154	178	148	146
October	123	160	154	107	162	154	179	157	153
November	124	165	156	108	163	155	181	168	158
December	125	170	158	109	166	157	183	175	162
1973 January	127	172	160	110	171	160	185	176	163
February	128	175	162	111	175	162	187	174	163
March	129	178	164	112	180	166	188	171	161
Percentage Increase (c)									
December 1972 to March 1973	3.0	4.5	3.5	3.0	8.5	5.5	3.0	−2.5	−0.5
Seasonally Adjusted									
1969	123	136	130	106	132	130	181	147	131
1970	122	136	136	105	131	132	183	147	146
1971	119	134	137	102	131	133	175	141	145
1972	126	149	147	109	152	148	183	142	142
1972 1st quarter	117	134	140	101	138	142	172	122	136
2nd quarter	120	143	143	103	145	144	176	137	137
3rd quarter	122	154	149	106	161	154	175	134	136
4th quarter	126	167	155	109	163	153	183	176	159
1973 1st quarter	130	175	165	113	177	166	186	169	162
1972 January	118	147	142	104	155	142	169	125	143
February	119	131	136	103	129	139	176	134	129
March	117	125	143	101	131	145	172	107	135
April	117	141	142	101	142	143	172	137	137
May	116	142	144	101	140	145	173	147	141
June	120	145	142	103	152	145	176	126	134
July	121	154	145	104	158	151	179	145	130
August	122	160	151	105	169	161	180	137	127
September	122	146	150	106	157	149	175	120	152
October	123	168	157	107	164	157	178	178	158
November	124	167	159	108	165	155	179	173	167
December	126	165	149	109	160	147	183	177	153
1973 January	125	159	166	108	153	164	184	174	172
February	130	203	163	112	202	165	191	207	157
March	130	163	165	113	177	168	186	126	158
October-December 1972 (av)	126	167	155	109	163	153	183	176	159
January-March 1973 (av)	130	175	165	113	177	166	186	169	162
Percentage increase (b) (c)	3.0	5.0	6.5	3.5	8.5	8.0	2.0	−4.0	2.0

(a) All figures are provisional.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point for statistical convenience.

Index of industrial production for Wales

WELSH Industrial output in the first quarter of 1973 is provisionally estimated to have fallen by slightly more than 1 per cent overall, from the record level achieved in the final quarter of 1972. This compares with a rise of 2.2 per cent for the UK as a whole.

In the first quarter manufacturing industry approximately sustained the record level of output achieved in the fourth quarter of 1972, with growth continuing to take place on a broad front. This continued advance was, however, adversely affected by a decline in the Ferrous Metals sector (−8.6 per cent), adversely affected by industrial action. Elsewhere in manufacturing, growth continued in most major sectors: Non-ferrous Metals rose by 4.6 per cent, Building Materials industry by 3.1 per cent and Other Manufacturing by 3.6 per cent. A continued rise in engineering output (2.3 per cent) was dominated by improvements in the Vehicles and Metal Goods sectors, which rose by 6.4 per cent and 5.4 per cent respectively, but other Engineering sectors only maintained the levels of the previous quarter. The performance of Food, Drink and Tobacco industries (−8.4 per cent), Coal and Petroleum products (−3.3 per cent) and Textiles, Leather and Clothing industries (−7.4 per cent) was, however, disappointing.

Outside manufacturing, which maintained its output level, falls occurred in Mining and Quarrying (−4.9 per cent) while the Utilities (−8.0 per cent) were particularly affected by generation difficulties, but the Construction industry maintained its previous performance.

Over the period since the first quarter 1972 the Index of Industrial Production for Wales has risen by 14 per cent, as against 12.5 per cent for the UK as a whole, and while the better performance in Wales is partly accounted for by the localised effects of industrial action in early 1972, it is clear that the period has been one of considerable growth.

TABLE 1. ALL SECTORS[1]

Seasonally adjusted — 1968 = 100

	1968 weights per thousand	Annual Indices				Quarterly Indices				
						1972				1973
		1969	1970	1971	1972	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Total: All Industries	1,000	100.3	104.3	104.1	111.2	102.0	112.6	112.5	117.8	116.4
Mining and Quarrying	91	87	73	72	65	34	72	71	82	78
Total: All Manufacturing Industries	695	103.2	110.2	110.0	117.8	109.3	118.3	118.7	124.3	124.0
Food, Drink and Tobacco	35	99	104	108	113	111	116	111	116	112
Coal and Petroleum Products	45	122	123	125	118	107	117	126	122	118
Chemicals and Allied Industries	76	103	106	97	118	116	120	116	119	129
Metal Manufacture: Total	202	95	100	98	105	90	104	110	117	110
Ferrous	167	94	101	95	104	89	104	109	116	106
Non-Ferrous	35	101	94	114	111	102	100	114	127	138
Engineering and Allied Industries	188	106	118	115	126	122	130	121	132	135
Mechanical and Instrument Engineering	46	106	117	110	107	99	107	110	114	113
Electrical Engineering	56	103	128	127	139	127	132	142	155	155
Vehicles (including aircraft)	44	108	116	122	135	130	142	126	141	150
Metal goods n.e.s.	42	105	110	97	102	96	97	103	112	118
Textiles, and leather and fur, and clothing and footwear	58	104	108	112	118	102	120	126	125	122
Timber, furniture etc, and paper, printing and publishing	33	113	116	117	127	123	123	133	130	136
Bricks, Pottery, Glass and Cement etc.	20	102	105	119	122	119	119	122	127	131
Other manufacturing industries	39	109	125	129	133	131	131	132	138	143
Construction	132	97	99	101	98	98	99	97	96	97
Gas, Electricity and Water	83	95	95	94	131	121	131	134	137	125

[1] For a complete series from the first quarter of 1968 to the first quarter of 1973 contact Economic Services Division, Welsh Office, Cathays Park, Cardiff (Tel: Cardiff 28066 ext. 314).

Note: The above figures incorporate, in the light of the most recent information, amendments which have been found necessary to figures already published.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, June 29, 1973.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Bless This House	BR/E 36876/1/7/78	89	June 26	Fox-Rank Distributors Ltd.	Peter Rogers Productions Ltd., and G.T Productions Ltd.
A Warm December	BR/E 36877/1/7/78	100	June 26	Cinerame Releasing (UK) Ltd.	Verdon Productions (UK) Ltd.
Ballet Adagio	BR/E 36906/1/7/78	9	June 28	Fox-Rank Distributors Ltd.	National Film Board of Canada
Fable Island	BR/E 36907/1/7/78	24	June 28	Fox-Rank Distributors Ltd.	Drummer Films Ltd.
Three To Go	BR/E 36908/1/7/78	18	June 28	Fox-Rank Distributors Ltd.	Antony Barrier Productions Ltd.
House and Home	BR/E 36909/1/7/78	14	June 28	Fox-Rank Distributors Ltd.	Drummer Films Ltd.
Movietone News 2299	BR/E 36749/1/7/78	8	June 29	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2299A	BR/E 36750/1/7/78	8	June 29	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
Slither	F/36878	96	June 26	MGM-EMI Distributors Ltd.	Talent Associates and Norton Simon Inc.
Solaris	F/36879	165	June 27	Visual Programme Systems Ltd.	Mosfilm Studios, Moscow
Legend of Nigger Charley	F/36910	95	June 28	Cinema International Corporation (UK)	Spangler & Sons Pictures Ltd.

Correction to the Register:

The registration number of the film 'Fist of Fury' registered on March 28, 1973, has been corrected to BR/E/36713/1/4/78.

Amendments to the Register:

The registration number of the film 'They Call Me Trinity' registered August 10, 1972, has been amended to EC 36352/13/8/77.

The registration number of the film 'Confessions of A Police Captain' registered on May 15, 1973 has been amended to EC 36823/18/3/78.

The registration number of the film 'Sunflower' registered on September 14, 1970, has been amended to EC 35058 and the name of makers corrected to Campagnia Cinematografica Champion, Rome and Les Films Concordia, Paris.

Production in the cotton industry

THE volume of production in the cotton industry (including processing of man-made continuous filament yarns and finishing) in March 1973 was 26 per cent more than in March 1972.

Statistics issued by the Textile Statistics Bureau show that in the period January to March 1973 the amount of cloth woven was 5 per cent more than in the corresponding period of last year. Production of single yarn was 17 per cent more and the amount of doubled yarn was 20 per cent more.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1972	267.6	180.2	166.2		**	561.0	513.8
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7
March*	5.1	3.6	3.2		**	11.1	10.2
April	5.4	3.8	3.3		**	11.8	10.6
May	5.7	4.0	3.6		**	12.2	11.1
June*	4.4	3.2	2.8		**	11.6	9.7
July	4.7	3.1	2.8		**	6.9	7.2
August*	5.4	3.8	3.2		**	11.3	9.8
September	4.5	3.0	2.9		**	9.8	9.2
October	5.9	4.0	3.7		**	11.9	10.9
November*	5.9	3.9	3.6		**	11.6	10.7
December	4.9	3.3	3.0		**	9.8	9.4
1973 January*	5.5	3.8	3.5		**	10.2	10.6
February	5.7	4.1	3.8		**	10.9	11.2
March	5.6	4.3	4.0		**	10.9	11.4

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Not available.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

Sales in the carpet industry in April

THE daily rate of manufacturers' sales by value in April was provisionally estimated to have been 44 per cent more than in April 1972, assuming 19 working days in both months.

In the three months ended April 1973 the daily rate of manufacturers' sales was provisionally estimated to have been 47 per cent more than in the corresponding period of 1972 assuming 61 working days in the three months ended April 1973 and 62 working days in the three months ended April 1972.

The index numbers below, which are of manufacturers' sales by value, have been adjusted for the length of working month, but not for non-statutory holidays or other seasonal factors.

The Wholesale Price Index for carpets is shown as a guide to the movement in prices.

	Index of manufacturers' sales of carpets	Wholesale price index
Average for 1963	100	100
1969	154	114.4
1970	167	119.3
1971	180	125.3
1972	207	134.3
1972 Quarter ended March	173	128.2
Quarter ended June	199	130.8
Quarter ended September	199	135.2
Quarter ended December	258	143.1
1973 Quarter ended March	246	151.4*
1972 January	156	127.5
February	162	128.1
March	200	129.0
April	187	130.7
1973 January	204	150.5
February	261	151.8
March	274	152.0*
April	270	152.0*

* Provisional.

Business Monitor

THE following titles and issues of Business Monitor are now available: (an asterisk against the reference number indicates a new issue):

Production series

Monthly at £1 a year post free:

PM481 Paper and paper making materials for April

PM440 Made-up clothing (sales volume indices) for March.

Quarterly at 37½p a year post free:

P 22 Polishes for fourth quarter

P 42 Wheeled tractors for fourth quarter

P126 Printing ink for fourth quarter

P 91 Women's and girls' tailored outerwear for fourth quarter

P105 Leather and fellmongery for fourth quarter

*P153 Aluminium and aluminium alloys for fourth quarter.

Miscellaneous series

Monthly at £5.25 a year post free:

M1 Motor vehicle registrations for April.

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library which will supply prices on request (Tel: 01-222 7877 ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	June 14 1973
Catering trades turnover (M)	June 14 1973
Chemicals industry activity (Q)	Apr. 19 1973
Companies:	
acquisitions and mergers (Q)	May 24 1973
new registrations:	
Gt. Britain (M)	June 28 1973
N. Ireland (M)	This week
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	June 28 1973
Engineering industries, sales and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	June 14 1973
cinema admissions and takings (M)	May 24 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	This week
Footwear industry:	
production, orders and deliveries (M)	June 7 1973
Foreign exchange, official reserves (M)	June 14 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	June 14 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	June 21 1973
Hire-purchase business (M)	June 14 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	May 24 1973
N. Ireland index (M)	June 7 1973
Wales index (Q)	This week
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	June 14 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	May 31 1973
production (M)	June 21 1973
production, quarterly analysis (Q)	May 31 1973
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures	June 21 1973
motor trade turnover (M)	June 14 1973
Office development permits (Q)	June 28 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	June 14 1973
value (M)	June 21 1973
value, analysis of trends (Q)	June 7 1973
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	This week
Retail trades:	
sales (M)	June 14 1973
sales, N. Ireland (M)	May 3 1973
stocks (M)	June 21 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	June 21 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	June 14 1973
retail (M)	June 21 1973
Television, overseas payments and earnings (A)	July 20 1972
Textiles:	
activity in the industry (Q)	Apr. 5 1973
carpet sales (M)	This week
cotton industry production (M)	This week
hosiery production (M)	June 21 1973
made-up clothing, orders and deliveries (M)	June 21 1973
orders and deliveries (M)	June 14 1973
wholesale houses' sales (M)	June 21 1973
wool exports (Q)	June 14 1973
wool output (M)	June 14 1973
Tourism:	
foreign visitor arrivals (M)	June 28 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	June 21 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	This week
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	June 21 1973
ECGD local offices	This week
Guide to DTI	May 31 1973
Official Receivers' offices	May 20 1970
Programme of trade promotions	Apr. 19 1973
Release dates of economic statistics	June 28 1973

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